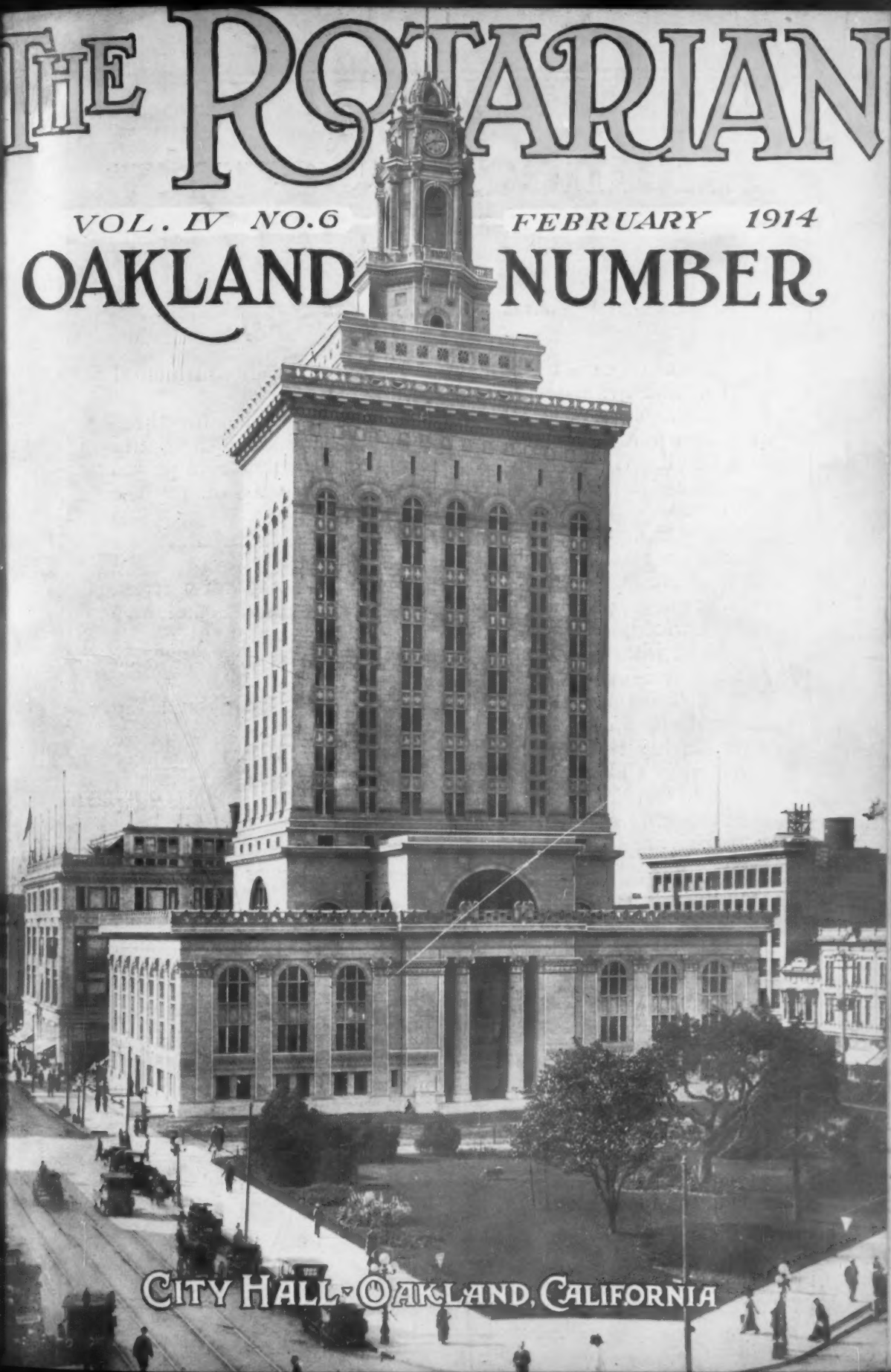


THE ROTARIAN

VOL. IV NO. 6

FEBRUARY 1914

OAKLAND NUMBER



CITY HALL - OAKLAND, CALIFORNIA

Alameda County

(CALIFORNIA)

"Just a Few Words"

Alameda County, California, is located on the continental side of San Francisco Bay.

Alameda County, California, is the terminus for three transcontinental Railroads—the Southern Pacific, the Santa Fe, and the Western Pacific. A transcontinental train passes through Alameda County every twenty minutes during the 24 hours.

Alameda County has the finest local and suburban transportation system in California.

Alameda County has twenty-seven miles of water front, where quays, docks and warehouses will handle the commerce of the world, after the opening of the Panama Canal.

The wharves in Alameda County handled over 3,930,000 tons of freight in 1912.

4,500,000 tons of freight were brought into Oakland, the largest city in Alameda County, in 1912.

During the six years ending Dec. 31, 1912, there were erected in Oakland, 13,185 new buildings, and from June 1, 1907, to Oct. 1, 1913, the expenditure for building operations has amounted to \$49,357,567.00.

Private Corporations, have spent during the past year over twenty millions of dollars in improvements in Alameda County.

Alameda County has a population of over 350,000 people.

The principle cities in Alameda County are: Oakland, Berkeley, Alameda, San Leandro, Piedmont, Haywards, Emeryville, Albany, Livermore and Pleasanton.

The annual output of the 1,250 manufacturing establishments on the continental side of the San Francisco Bay is valued at \$65,750,000.00.

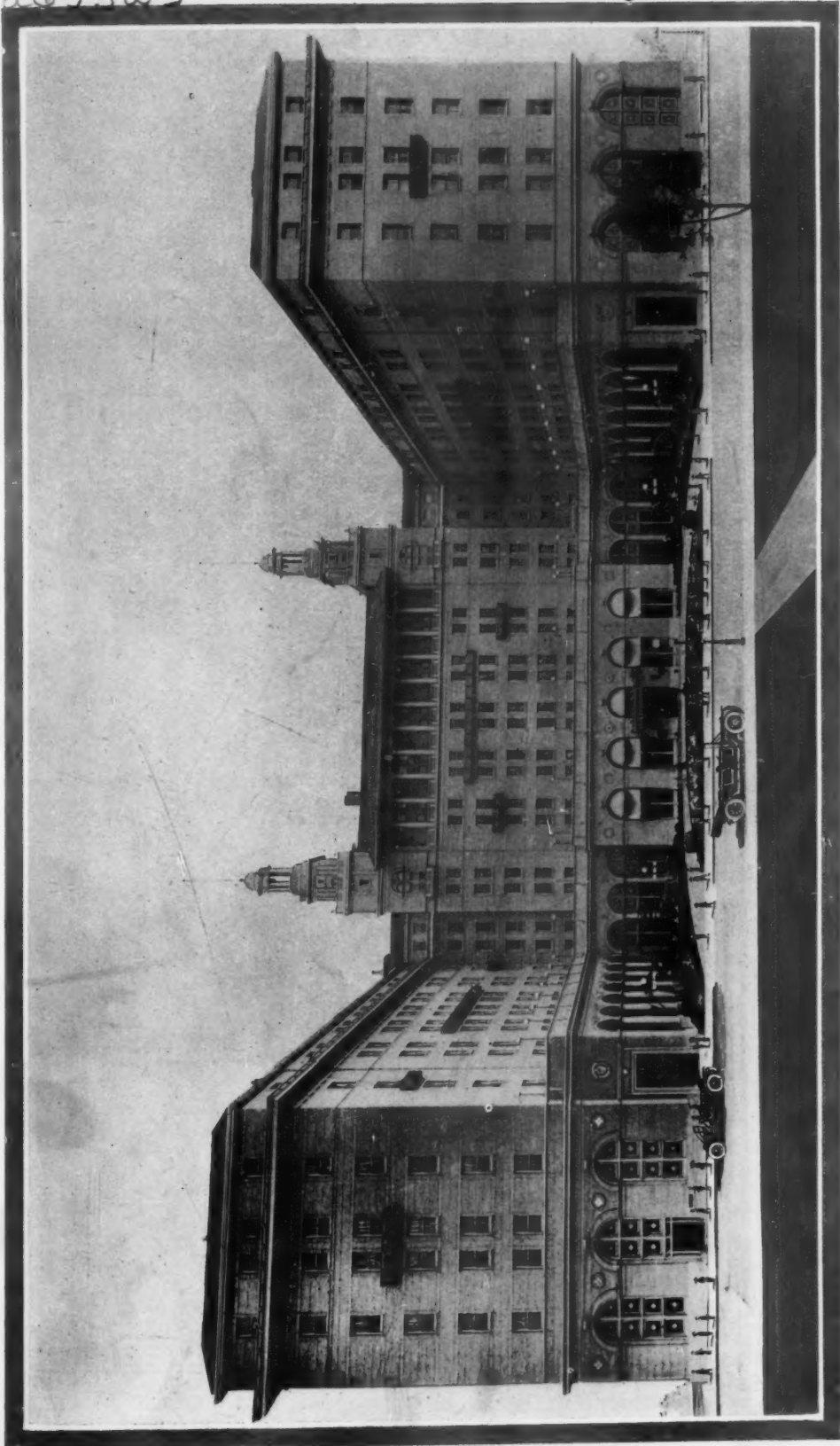
The roads in Alameda County are the finest in the State of California.

The banks in Alameda County are noted throughout the country for their solid and prosperous condition.

The eyes of the commercial world are now fixed on Alameda County, California.

(SEE INSIDE OF BACK COVER)

265923



*HOTEL OAKLAND, OAKLAND, CALIFORNIA.
Every room with outside exposure (no court rooms). European plan; rooms \$1.50 per day to \$6.00 per day; suites, \$4.00 per day to \$12.00 per day; service and cuisine unsurpassed. Victor Reiter, Manager.*

Rotary on the Pacific Coast

As this February number of THE ROTARIAN is the Oakland, California number, and as these pictures tell of the life and beauty of the city, there is only one thing for me to add; that is in the words of Philip the Apostle to his brother, Nathanael, who doubted that any good thing could be in the city of Nazareth—"Come and see"—come when tired and weary and we shall rest and refresh you—come when sick or sad and receive health and joy. Oakland and the Pacific coast invites you. Oakland for the year of 1914 has the honor of being the International Headquarters for the Pacific Coast Division, so don't let anything stop your ears to this invitation. Be like the wary Scotchman, who when asked why he did not tie down the earflaps of his winter cap on a cold morning said, "Never since the accident," and when asked what was the accident, said, "I had them tied doon a mornin' and a chap asked me to have a drink and I didn't hear him," so come and see and we will do you good.



ROBERT ROBERTSON.

The Rotary Spirit all up and down the coast is one of open-hearted friendship, faith and service and here at Oakland we have over a hundred lively, earnest Rotarians meet for lunch every Thursday, and when you have sat at the table with them—looked into their eyes and clasped their hands—you go forth with renewed vigor, rekindled ambitions, and higher ideals, which makes your step firm, stiffens your backbone, and makes you say, "I'm glad I am living."

Yours rotarianly,

ROBERT ROBERTSON,

International Vice President, Pacific Coast Division.

Foreword

By Thomas B. Bridges

President of the Oakland Rotary Club

Oakland Rotarians feel highly honored in being permitted to set forth in this issue of our International organ the many and attractive features of our city. Not only our members but our people generally regard this privilege as a rare opportunity to give to the world at large and to our brother Rotarians particularly some desirable information about our land of sunshine and flowers by the Golden Gate.

Rotarians are busy men and we have, therefore, chosen the pictorial method of telling our story. We have refrained from going into statistics about population, growth of commercial enterprises, etc., because busy men haven't time for those things and wherever a live Rotary Club is found you can wager your last dollar that that city and community is thriving. Our club is a live one.

While our city is wealthy in commercial resources and enterprises, she is also rich in her rolling hills where children gather the golden poppy in nearly every month of the year; rich in her parks and children's playgrounds; rich in her view of land and sea; rich in many things that go to make a city a desirable place in which to live. Therefore the following pages are devoted almost exclusively to a portrayal of these features of our city—things we are proud of; things that helped to make and attract a people from which it has not been hard to select 180 splendid men who have made the Oakland Rotary Club (the third oldest in the world) one of the best commercial organizations of this community.



THOMAS B. BRIDGES.

Classified Advertising and Reliable Business Directory

AN OPPORTUNITY

For every Rotarian to be represented in the advertising columns of THE ROTARIAN at a nominal cost.

ONLY

FORTY CENTS PER LINE

10 per cent discount on 6 issue contracts if paid in advance
20 per cent discount on 12 issue contracts after first publication.

No ads accepted for less than three lines, nor less than six issues.
Do you know of any other way that you can place your name and business before 12,000 live-wire, representative business men for a dollar a month?
An inter-city trade directory constantly in the hands of every Rotarian.
Send in your contract and copy NOW for the February number.
Headings provided for each distinctive business.

THE ROTARIAN, 910 Michigan Avenue, Chicago.

ADVERTISING

PATTERSON PUBLISHING CO. CITY HALL SQ. Bldg., Chicago, Ill. Why not advertise in Building Management, the only magazine there is reaching building owners and managers?

THE ROTARIAN, 910 MICHIGAN AVE., CHICAGO, Ill. Over 11,500 representative men in every line of business are reached through THE ROTARIAN.

BANKERS

CITIZENS TRUST & SAVINGS BANK, LOS ANGELES, Cal. Office of the President of the Los Angeles Rotary Club, Roger M. Andrews.

UNION TRUST CO. TRIBUNE BLDG. CHICAGO, ILL. A Bank of strength and character. One of Chicago's oldest banks.

BUILDING AND CONSTRUCTION

FLOUR CITY ORNAMENTAL IRON WORKS, MINNEAPOLIS, Minn., Mfrs. Ornamental Iron and Bronze. Home of the famous Corinthian Street Lamp Standard.

MINNEAPOLIS HEAT REGULATOR CO. FURNACE Regulators, Minneapolis, Minn. Keep your home at an even temperature and save money on fuel.

COLLECTIONS

THE WHOLESALE ADJUSTMENT CO. KANSAS CITY, Mo., New York Life Bldg. Adjustments—Collections—Credit Investigations. (V. D. Edwards, Member Rotary Club).

CONFECTIONERY

F. W. KING & CO. ATLANTA, BIRMINGHAM, JACKSONVILLE, Tampa. Distributing Agents, Lowney's Chocolate Bon Bons; Brainol Cola syrup and Middleby Fountain Supplies.

A. G. MORSE CO. CHICAGO, ILL., BRANCHES: Detroit, Kansas City, Cleveland, Denver, Buffalo, Minneapolis, Columbus, Salt Lake City, Los Angeles, Philadelphia, Pittsburgh, Cincinnati, Seattle, San Francisco. "Morse" Milk Chocolate.

EDUCATIONAL

ALEXANDER HAMILTON INSTITUTE, ASTOR Place, New York City. Our booklet (Business Brains) contains our message to you. Cheerfully sent upon request.

SHELDON SCHOOL (BUSINESS BUILDING), 1018-1024 So. Wabash Ave. Send for a copy of "The Service Idea." Free to you.

ENGRAVING (PHOTO)

BUSH KREBS CO. INC. LOUISVILLE, KY. ART—Halftones—zinc etchings—electrotypes. We can help you with your engraving problems. Let's get acquainted.

JATCHEL & MANNING, ESTABLISHED 1889, PHILADELPHIA, Designers and Engravers in one or more colors for catalogs, advertisements, books, circulars, etc.

FURS.

THOS. F. SIEFERT, 1426 WALNUT ST. PHILADELPHIA, Pa. Attention Rotarians. We carry a line of FURS of the better grade.

JEWELERS & SILVERSMITHS

BIGELOW, KENNARD & CO. 511 WASHINGTON St. Boston, Mass. Goldsmiths, Silversmiths, Jewelers and Importers. Makers of fine Watches and Clocks.

MAXWELL & BERLET CO. WALNUT & 16TH STS. Philadelphia, Pa. JEWELERS to HIS MAJESTY the ROTARIAN. We send—on suspicion—to Rotarians.

LABELS.

FENTON LABEL CO. INC. 9TH & THOMPSON STS. Philadelphia, Pa. Guaranteed Gummed Labels. If our process should fail to protect our guarantee protects.

LANDSCAPE ARCHITECT AND ENGINEER.

FRANK H. NUTTER, 710 SYKES BLOCK, MINNEAPOLIS, Minn. Parks, Cemeteries, Public or Private Grounds. Advice, Sketches or Detail Plans. Plan next season's work now.

MUSICAL SUPPLIES

MUSICIANS' SUPPLY CO. 64 LA GRANGE ST. BOSTON, Mass. Violins, Cellos and Bows. Genuine Italian Strings. Musical Merchandise of every kind.

OFFICE APPLIANCES.

YAWMAN & ERBE MFG. CO. FILING SYSTEMS. 1230 St. Paul Street, Rochester, N. Y. Booklet "How to Transfer Papers & Records" sent free.

PAPER.

WINCHENBAUGH, LESTER P. 14 OLIVER ST. BOSTON, Mass. Unique specialties in best papers carried by nobody else. Samples cheerfully furnished.

PERFUMERS.

THE DEVILBISS MFG. CO. TOLEDO OHIO. Perfumes and perfumizers. No more pleasing and acceptable present for Wife, Mother, Sweetheart—or just a friend.

RUGS (ORIENTAL)

DAVIS & NAHIKIAN, 13TH STREET BELOW WALNUT ST. Philadelphia, Pa. Special values in small and medium sizes. Persian rugs at \$12.50, \$15 and \$25.

SOAPS.

LEVER BROTHERS CO. CAMBRIDGE, MASS. Lifebuoy Health Soap. Lifebuoy saves the life of your skin—that's why it was given its name. Five cents.

TYPEWRITERS.

REMINGTON TYPEWRITER CO. NEW YORK AND everywhere. Call at one of our offices and ask to see demonstration of the Remington Column Selector.

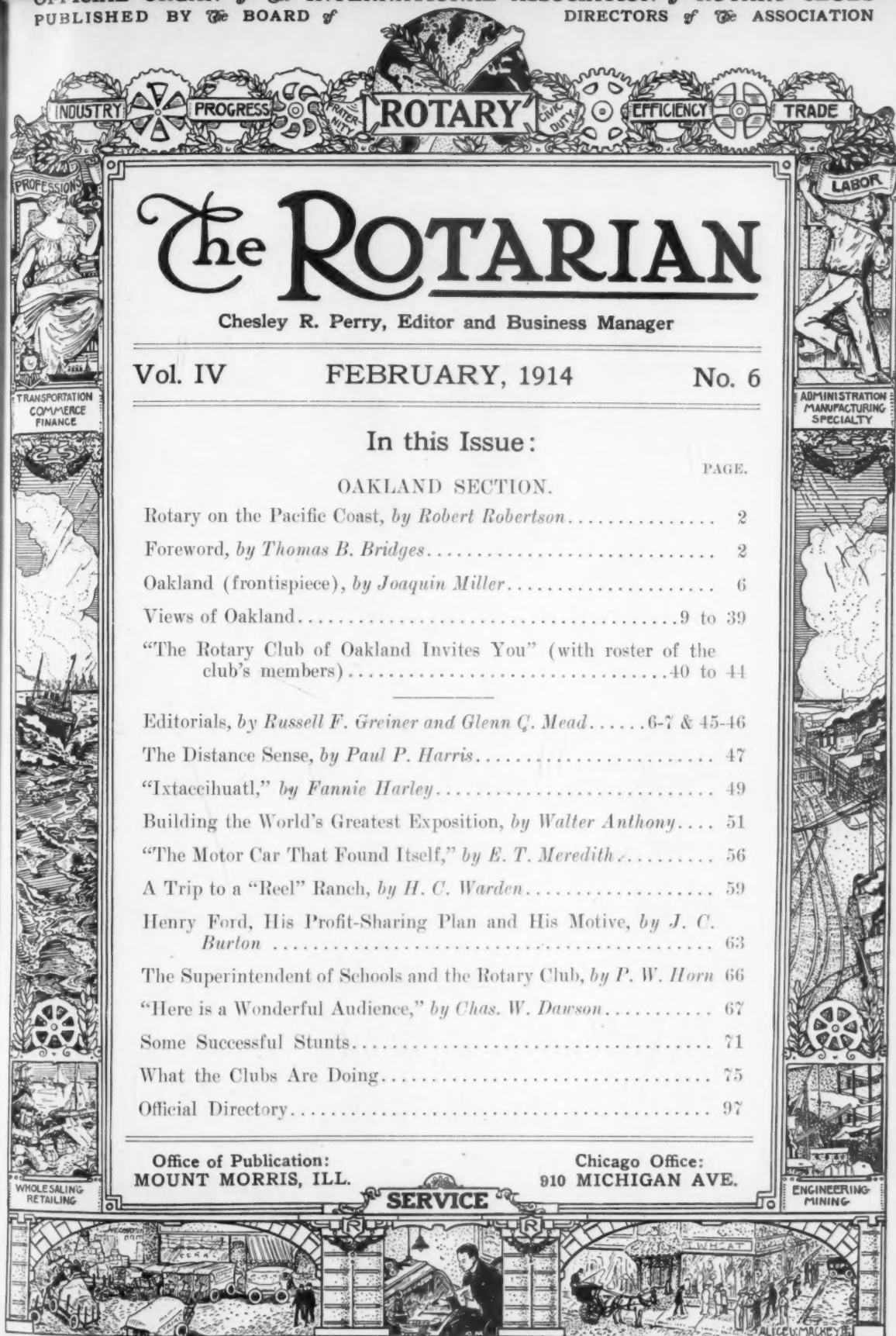
ROYAL TYPEWRITER CO. INC. 366 BROADWAY, New York; 53 E. Monroe St., Chicago. Branches and Agencies the world over.

Index to Advertising

	Page.
Advertising and Agencies.	
Classified Directory of	3
J. C. McMichael, Inc. Atlanta	126
New York Men in Rotary	119
Patterson Publishing Co. ("Building Management")	112
The Rotarian	127
"Why The Rotarian"	95
Automobile Supplies.	
Miller Rubber Co. (Tires)	113
Banks.	
Union Trust Co., Chicago	111
Baths.	
The Kercher Bath Co.	111
Bearings.	
Arguto Oilless Bearing Co.	125
Benches (Piano).	
John Gerts, Chicago	124
Beverages.	
Cantrell and Cochrane (Ginger Ale) Dublin and Belfast	108
Boats.	
Weckler Boat Co.	112
Brushes.	
Burlap, Buckram & Webbing Landers Bros. Co.	104
Gerts, Lombard & Co. (All kinds)	111
Chemical Expert.	
Geo. W. Miles	118
Classified Advertising	3
Collections.	
Legal Process Co.	118
Midland Credit Adjustment Co.	126
Confectionery.	
F. W. King & Co.	111
A. G. Morse Co.	110
Directory Classified	2
Educational.	
Alexander Hamilton Institute	120
The Sheldon School (Business Building)	121
Engraving	
Bush Krebs Co. (Photo En- gravers)	124
Gatchel & Manning	113
Envelopes.	
Berkowitz Envelope Co.	113
Filing Systems.	
Yawman & Erbe Mfg. Co.	122
Flour.	
Russell-Miller, Milling Co.	105
Gummed Labels.	
Fenton Label Co.	117

	Page.
Health.	
The Kercher Baths	111
Hotels.	
Hotel Rennett, Baltimore, See Official Directory	97-104
Hotel Nottingham, Boston, See Official Directory	97-104
Hotel Gladstone, Chicago, See Official Directory	97-104
Hotel Virginia, Chicago, See Official Directory	97-104
Hotel Hartman, Columbus, See Official Directory	97-104
Hotel New Oriental, Dallas, See Official Directory	97-104
Hotel Algonquin, Dayton, See Official Directory	97-104
Adams Hotel, Denver	116
(Also Official Directory)	97-104
Hotel Seibold, Fort Worth, See Official Directory	97-104
Hotel Galvez, Galveston, See Official Directory	97-104
Hotel Bender, Houston,	109
(Also Official Directory)	97-104
The Rice Hotel, Houston	106
Hotel Aragon, Jacksonville,	115
(Also Official Directory)	97-104
Hotel Hollenbeck, Los Angeles See Official Directory	97-104
Hotel Imperial, New York, See Official Directory	97-104
Hotel New Henshaw, Omaha See Official Directory	97-104
Hotel St. Paul, St. Paul, See Official Directory	97-104
Hotel Del Coronado, San Diego See Official Directory	97-104
Hotel St. Francis, San Francisco See Official Directory	97-104
Hotel Stewart, San Francisco See Official Directory	97-104
Hotel Secor, Toledo,	116
(Also Official Directory)	97-104
The New Ebbitt, Washington, (See Official Directory)	97-104
The Hotel Bancroft, Worcester, (See Official Directory)	97-104
Hotel Ranges.	
Wm. F. Traub, Chicago	112
Household Furnishings.	
Davis & Nahikian (Rugs and Carpets)	121
Investments.	
E. S. Braden	126
Jewelers and Silversmiths.	
Bigelow, Kennard & Co.	118
Maxwell & Berlet	121
Labels.	
Fenton Label Co., Inc.	117
Lead Pencils.	
Blaisdell Paper Pencil Co.	122

	Page.
Municipal Publicity.	
Rotary Club of Houston	107-109
Rotary Club of San Diego	114
Musical Supplies.	
Musician's Supply Co.	126
Newspapers.	
The Houston Chronicle	106
New York Men in Rotary	119
Office Appliances and Supplies.	
Blaisdell Paper Pencil Co.	122
Ideal Desk Bracket Co.	124
Remington Typewriter Co.	123
Royal Typewriter Co.	124
Screw Division Pin Co.	104
Yawman & Erbe Mfg. Co.	122
Office Building Directories.	
J. L. Blackmer & Co. (Vesti- bule Directories)	118
Orange Groves.	
E. S. Braden	126
Paper.	
Lester P. Winchenbaugh	118
Pecan Orchards.	
E. S. Braden	126
Pencils.	
Blaisdell Paper Pencil Co.	122
Piano Stools and Benches.	
John Gerts	124
Ranges, Boilers, Etc.	
Wm. F. Traub (Cooking Ap- paratus)	112
Real Estate.	
Directory of Rotary Real Estate Men	126
E. S. Braden	126
Rubber Tires.	
Miller Rubber Co.	113
Rugs (Oriental).	
Davis & Nahikian	121
Soaps.	
Antiseptol Liquid Soap Co.	112
Lever Brothers Co. (Lifebuoy) ..	118
Steamships.	
North German Lloyd	108
Transportation.	
Illinois Central R. R.	109
Iron Mountain Route	108
North German Lloyd	108
Salt Lake Route	124
Texas & Brazos Valley R. R.	109
Typewriters.	
Remington Typewriter Co.	123
Royal Typewriter Co.	124
Wool Fat.	
Corona Mfg. Co.	128
Yacht Builders.	
Weckler Boat Co.	112



The ROTARIAN

Chesley R. Perry, Editor and Business Manager

Vol. IV

FEBRUARY, 1914

No. 6

In this Issue:

OAKLAND SECTION.

PAGE.

Rotary on the Pacific Coast, <i>by Robert Robertson</i>	2
Foreword, <i>by Thomas B. Bridges</i>	2
Oakland (frontispiece), <i>by Joaquin Miller</i>	6
Views of Oakland.....	9 to 39
"The Rotary Club of Oakland Invites You" (with roster of the club's members).....	40 to 44
Editorials, <i>by Russell F. Greiner and Glenn C. Mead</i> 6-7 & 45-46	
The Distance Sense, <i>by Paul P. Harris</i>	47
"Tzaccihuatl," <i>by Fannie Harley</i>	49
Building the World's Greatest Exposition, <i>by Walter Anthony</i>	51
"The Motor Car That Found Itself," <i>by E. T. Meredith</i>	56
A Trip to a "Reel" Ranch, <i>by H. C. Warden</i>	59
Henry Ford, His Profit-Sharing Plan and His Motive, <i>by J. C. Burton</i>	63
The Superintendent of Schools and the Rotary Club, <i>by P. W. Horn</i>	66
"Here is a Wonderful Audience," <i>by Chas. W. Dawson</i>	67
Some Successful Stunts.....	71
What the Clubs Are Doing.....	75
Official Directory.....	97

Office of Publication:
MOUNT MORRIS, ILL.

Chicago Office:
910 MICHIGAN AVE.

SERVICE

ISSUED MONTHLY



OAKLAND

Be this my home till some fair star
Stoop earthward and shall beckon me
For surely Godland lies not far
From these Greek heights and this great sea
My friend, my lover, trend this way;
Not far along lies Arcady
Joaquin Miller

B..

A.

"THE HEIGHTS," THE HOME OF JOAQUIN MILLER,
WILL BE A PART OF OAKLAND'S PARK SYSTEM.

The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. IV

FEBRUARY, 1914

No. 6

SOME FEATURES OF THIS ISSUE.

This is the anniversary month of Rotary for it was in the month of February nine years ago that the first Rotary club had its beginning in the city of Chicago. For several years this little germ of a great movement grew steadily and confidently but without any idea of extending itself beyond the limits of the city of its birth. It is significant that the first extension of the Rotary idea to other fields was not to cities nearby to Chicago but took place in a couple of cities over two thousand miles from Chicago. It was first in San Francisco and shortly thereafter in Oakland, California, that the second and third Rotary clubs came into existence. There is a peculiar fitness in the fact that this anniversary number of our magazine is made more beautiful by splendid pictures of the home city of the third Rotary club—Oakland.

THE ROTARIAN has also been favored this month with editorials by President Russell F. Greiner and former President Glenn C. Mead, also by a very instructive article with the somewhat mystical title, "The Distance Sense" by former President Paul P. Harris who was the founder of the first Rotary club. It is gratifying to observe that the interest in Rotary of our President Emeritus is just as keen as ever.

Two months from now we shall have the pleasure of presenting the first issue of our publication devoted to a Rotary club located in a city outside of the United States. The April issue will be the Edinburgh (Scotland) Number and we are promised a rare treat indeed by our Scotch Rotarians.

C. R. P.

OUR NINTH ANNIVERSARY.

The teachings of Rotary have run through all the centuries, but its teachings were never so forcefully presented, earnestly received, wonderfully developed, as they have been since that historical meeting held in Chicago February 23rd, 1905, when the first Rotary club was organized by the four original Rotarians, Paul P. Harris, Silvester Schiele, G. H. Loehr, and H. E. Shorey. That eventful meeting was the beginning of a movement that has made more forceful the presence in the world of the everlasting and indescribable reward that comes to the man who lives by the Golden Rule.

The most beautiful illustration of the effect of applied Rotary during the past year, comes to us through the wide-spread distribution of Christmas cheer by Rotarians who, either through concerted action or individually, so touched by Rotary's teachings, have given to those less fortunate out of their abundance with a lavish hand. From the Rotary clubs all over the world come stories of splendid work among the poor and unfortunate.

Every year, Rotary has unexpectedly developed some new phase or form of doing good. Those who see most clearly the meanings of Rotary's growth during a decade, the teachings of its brief history, presages of the future, believe its beautiful doctrines will grow in the years to come, as they spread and reign in the hearts of men.

While the world gives no outward sign of recognition of the anniversary of the founding of Rotary, it would be a mighty cold and unresponsive Rotarian who would allow these birthdays to slip by unrecorded, and give no thought to the growth of Rotary as measured by the flight of time, nor fail to offer up a prayer that God may bless the founders of Rotary and make each Rotary birthday a stepping stone for them to greater happiness.

As for the ninth year of Rotary, we know that it will be a good year, because it is the heir and inheritor of the splendid years of growth and progress that have preceded it. Whether we can grow happier in Rotary may be a question; but there is no doubt but we can grow wiser.

Rotary has passed through the probationary state and is to-day well founded; and from now on the main work of the International officers will be to direct and improve. We must continually learn and must never stand still. Our experiences in Rotary so far are only helps to a new and broader knowledge and greater attainments.

Rotarians must at all times be progressive, keeping pace with the world's advancement and its multiplying needs, always remembering that the greater the service, the greater the honor and the greater the reward.

The Administration.

For the first time since the election of the present International officers, the president intrudes upon you a brief statement of Rotary happenings during the five happy months of his administration that have passed into history. In my inaugural address at Buffalo, I made the statement that there would be no radical changes in the working plans of management established by the preceding successful administrations. I have adhered to that announced policy with but slight deviation.

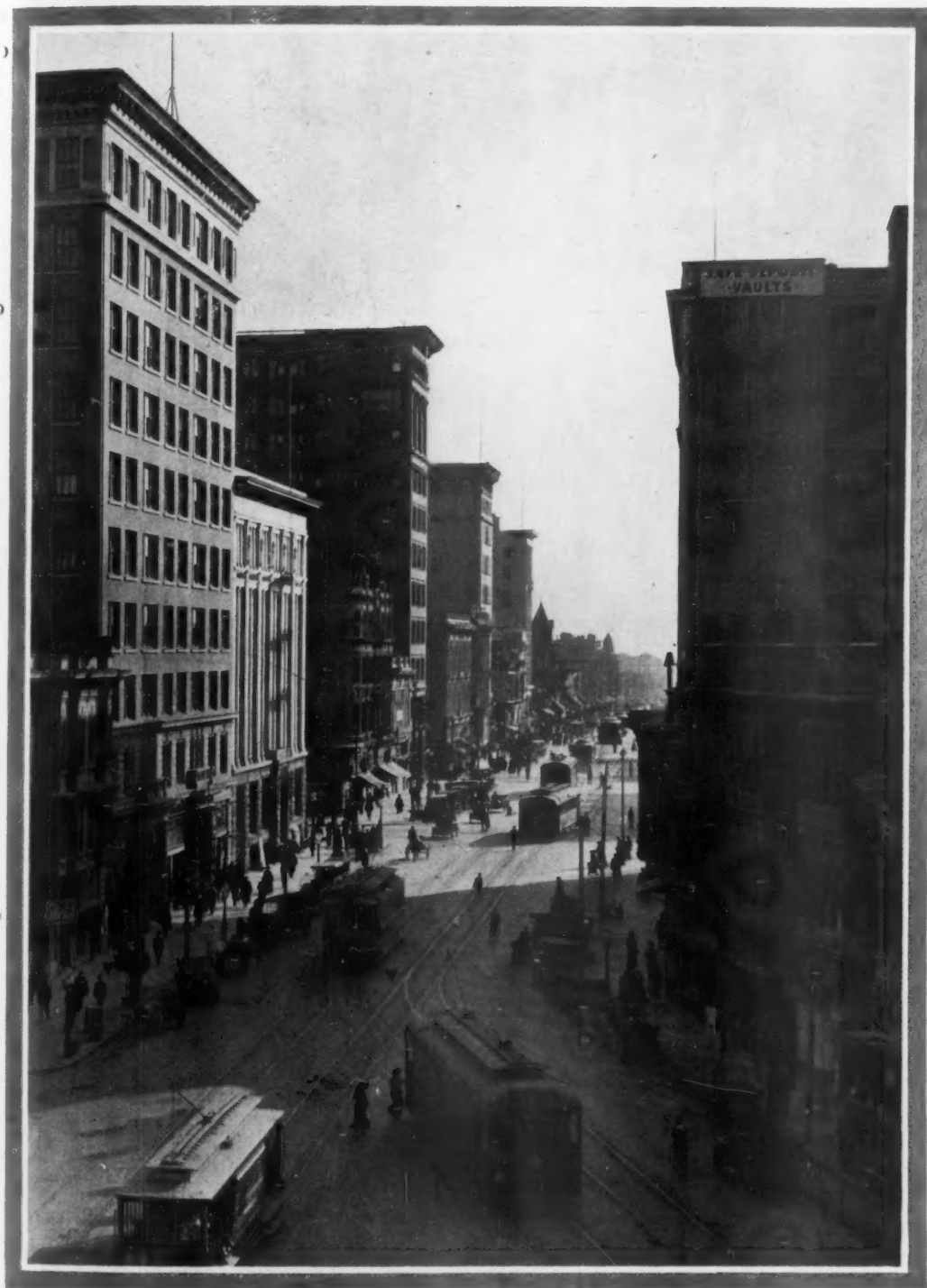
Not long in office, I realized that the facilities for handling the affairs of the Association at the headquarters office were inadequate, and they had not kept pace with the Association's phenomenal growth. The Executive Committee immediately gave consideration to these conditions, and after careful investigation and review of Secretary Perry's recommendations, instructed the secretary to increase the office force, install adequate equipment, and move the office into quarters in keeping with the growing volume of business. It is my opinion that the headquarters office should be a model of efficiency, and its services to the affiliating clubs and in organization work must be all that is prompt, accurate and educational. The present officers have taken the position that it is not the desire of the clubs that the International Association accumulate a surplus, but rather, they desire the expenditure in an advantageous manner, of the Association's income in promoting the cause of Rotary.

State Associations.

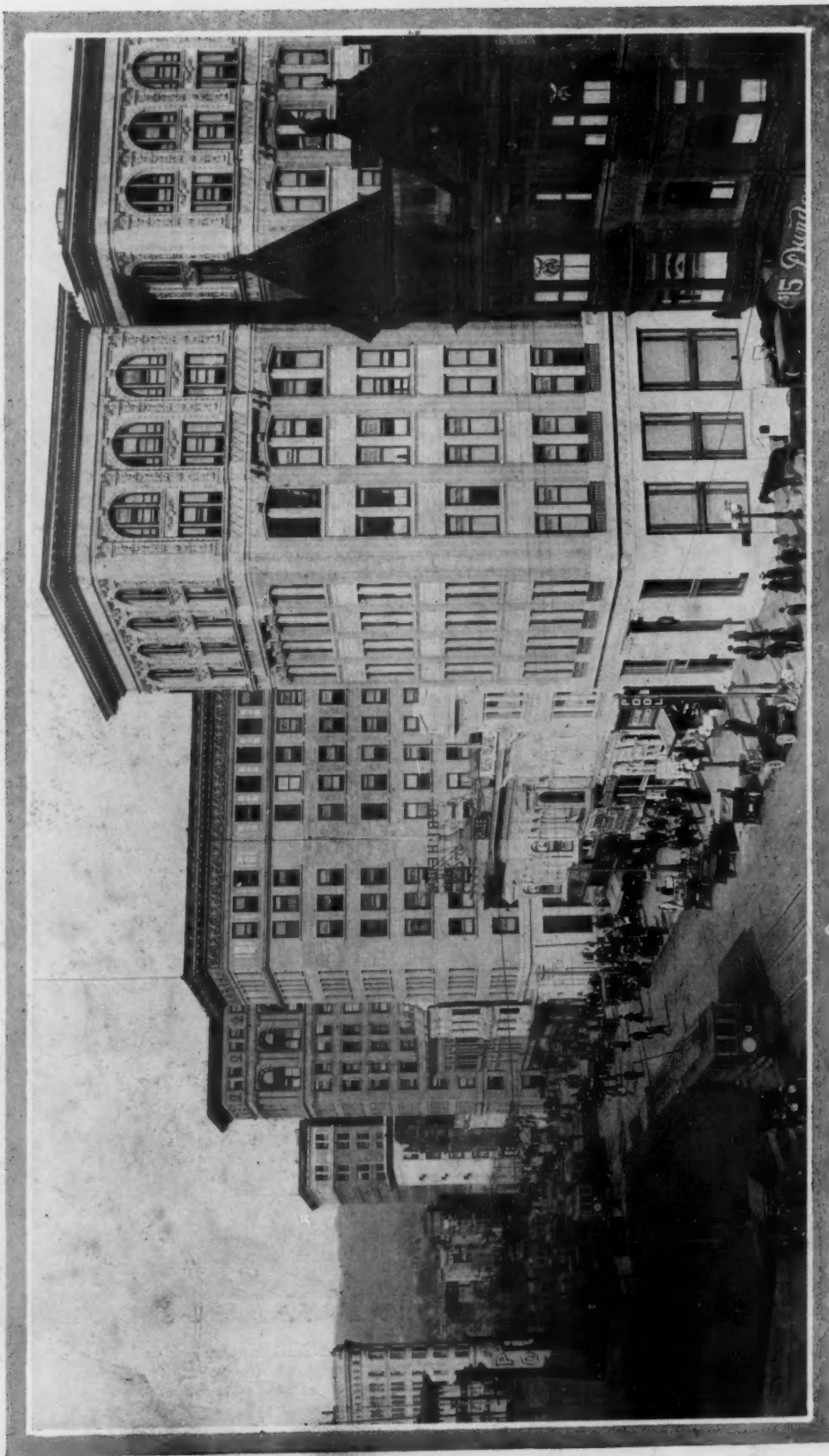
Immediately upon the organization of the present Board of Directors, they requested that all arguments in favor of state associations of Rotary clubs be presented to them, and after a careful review, the resolution which appeared in a recent issue of THE ROTARIAN covering this question, was unanimously adopted. The Directors were unable to figure out any particular benefits to be derived from these associations with a separate and distinct set of officers; for as you know, an organized association creates offices, offices create contests, contests create feeling; and not a state association will be formed but that some Rotarian, defeated for office, will return home carrying more or less of a grouch. They also call for additional dues; and dues, even in Rotary, can become burdensome. The first state association of Rotary clubs was formed in Texas, and this association had a definite object in view—that was, to put forth a united effort to secure the international convention for some city in that state. It is the unanimous opinion of the directors that state associations are liable to interfere with the workings of the International body. Remember that all International officers are Rotarians, just like yourself, and are identified with some Rotary club, and in a few months will be back in the ranks—so they cannot have any selfish motive for this friendly opposition.

President Mead last year strongly advocated "get together meetings," and your president enthusiastically took up this work. A number of these meetings have been held, and splendid results have been wrought for Rotary. Meetings of this character have been successfully held at Kansas City, Sioux City, Toledo, Denver, and Springfield (Ill.). Devoid of all contest for office, they have bubbled over with enthusiasm and goodfellowship.

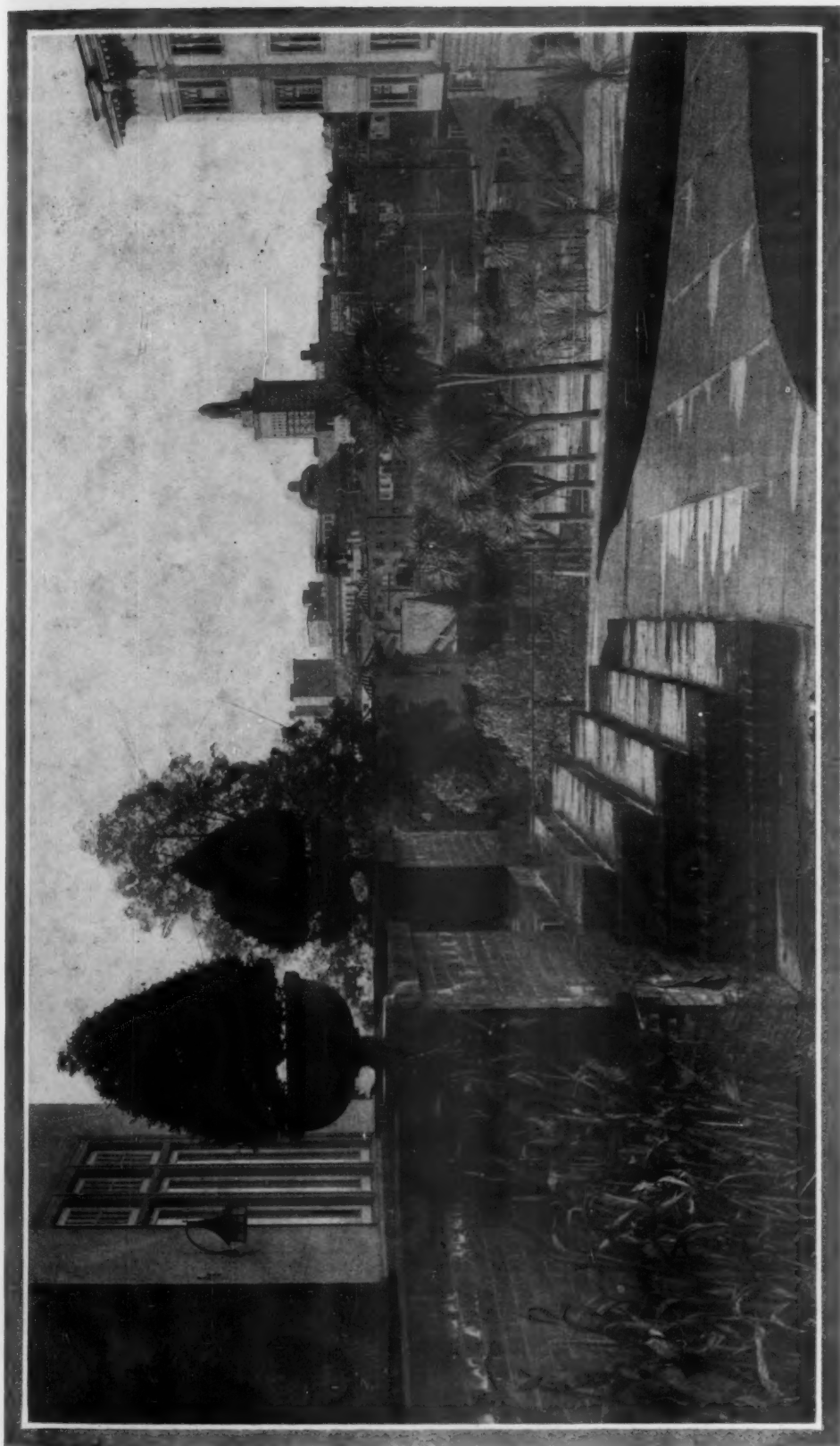
(Concluded on Page 45.)



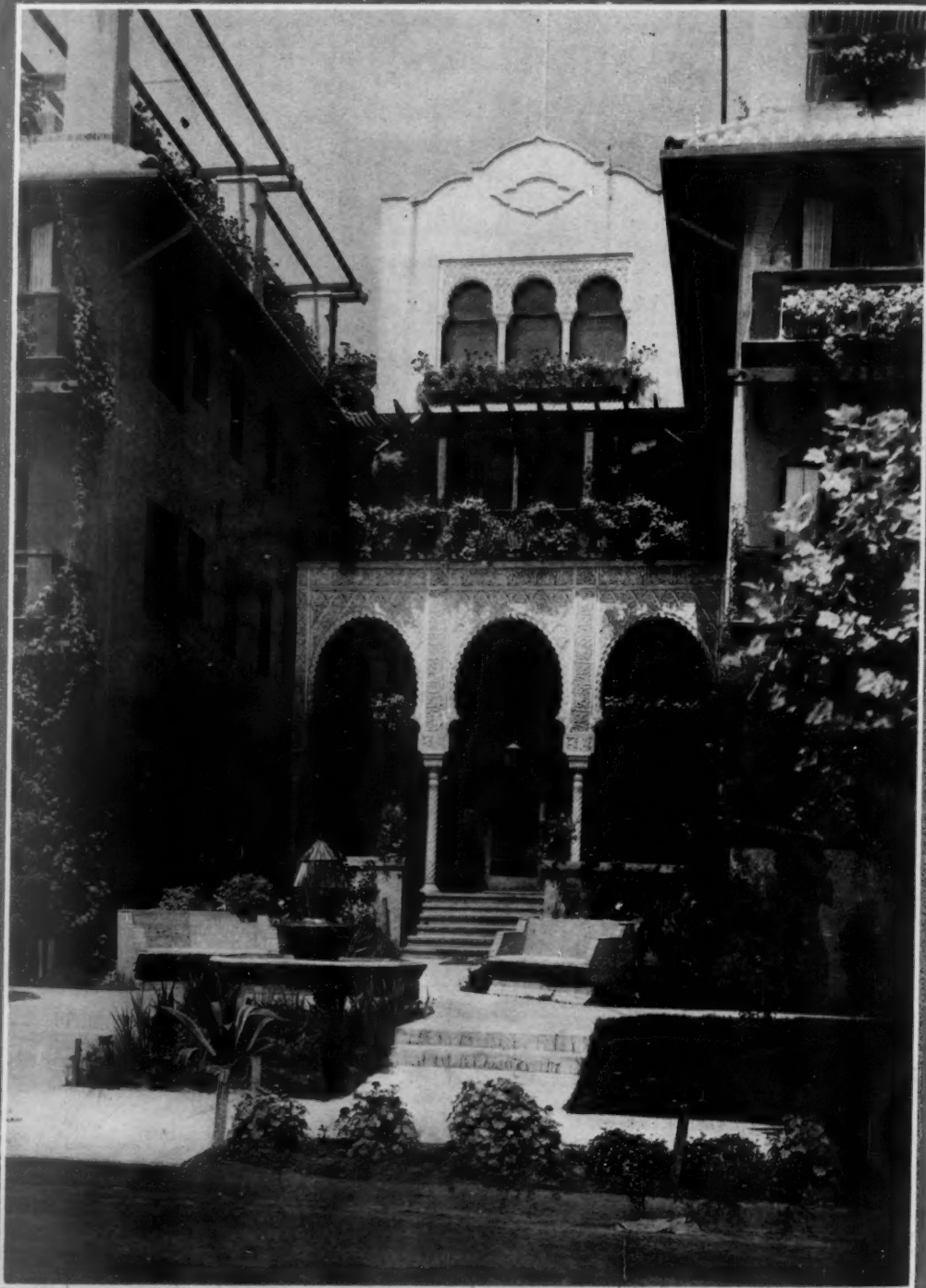
Eight steel frame buildings from eight to fourteen stories, are now building in Oakland, none of which can be seen from this view, "Looking down Broadway towards the South Harbor."



The business streets of Oakland are cleaned with vacuum cleaners every night—not street sweepers—real self propelled suction cleaners. Oakland is one of the cleanest cities in the world.



GOOD ARCHITECTURE IS A VALUABLE ASSET OF OAKLAND.



Life in an apartment house in Oakland is worth while. You can sleep on the roof garden, among flowers, twelve months in the year, if you like.



*THERE ARE MILES OF STREETS LIKE THIS IN OAKLAND.
Palms and tropical plants everywhere.*

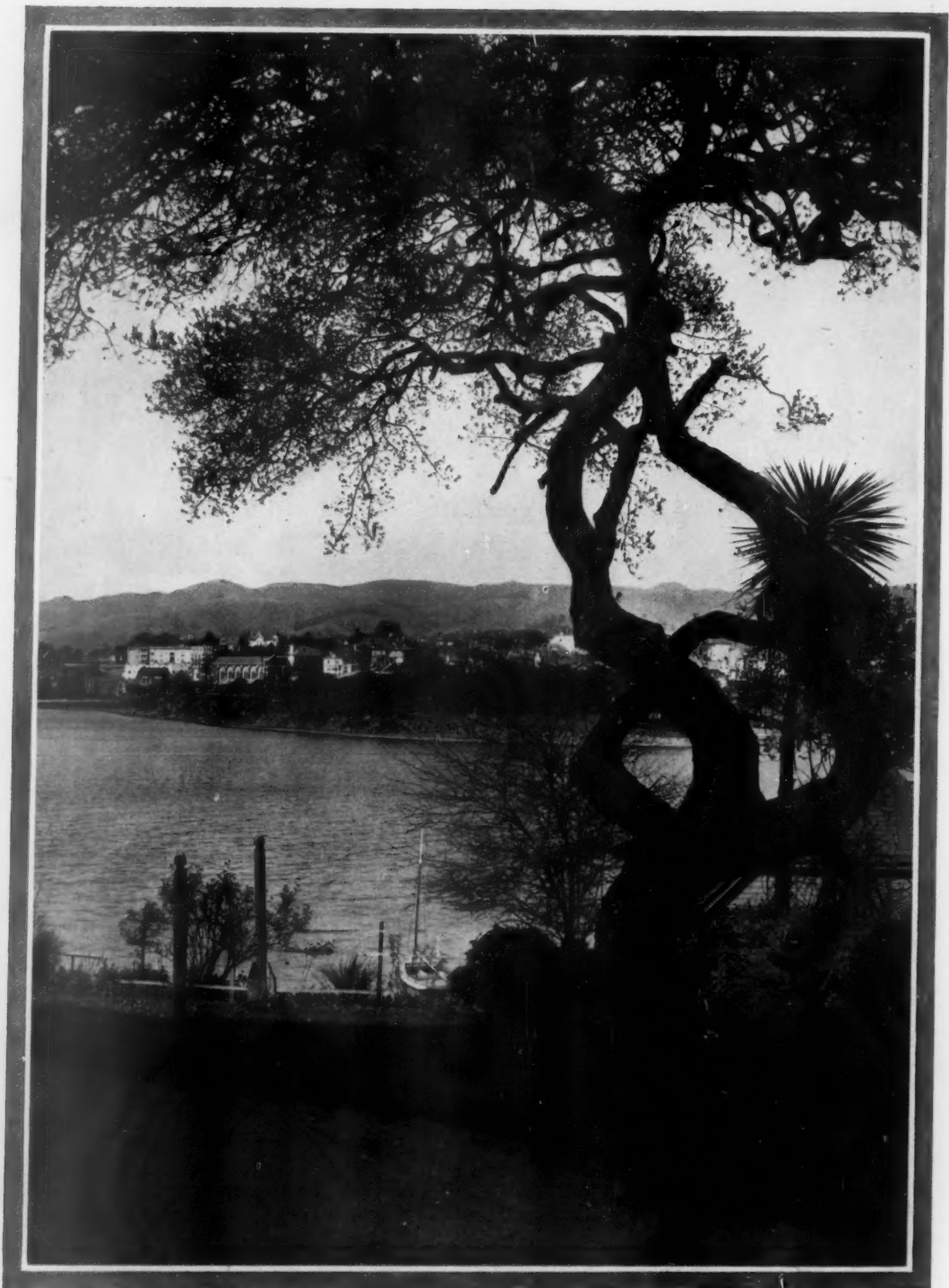


(Fourteen)

THE LAND-LOCKED SOUTH HARBOR OF OAKLAND, THERE ARE MANY FACTORIES LOCATED ON BOTH SIDES.



Millions of wild ducks come south to spend their winters in Lake Merritt, Oakland. Nearly all Alaska fishermen do likewise.
This view shows a number of Alaska fishing vessels wintering in the South Harbor.



LOOKING ACROSS LAKE MERRITT TO LAKESIDE PARK, OAKLAND.



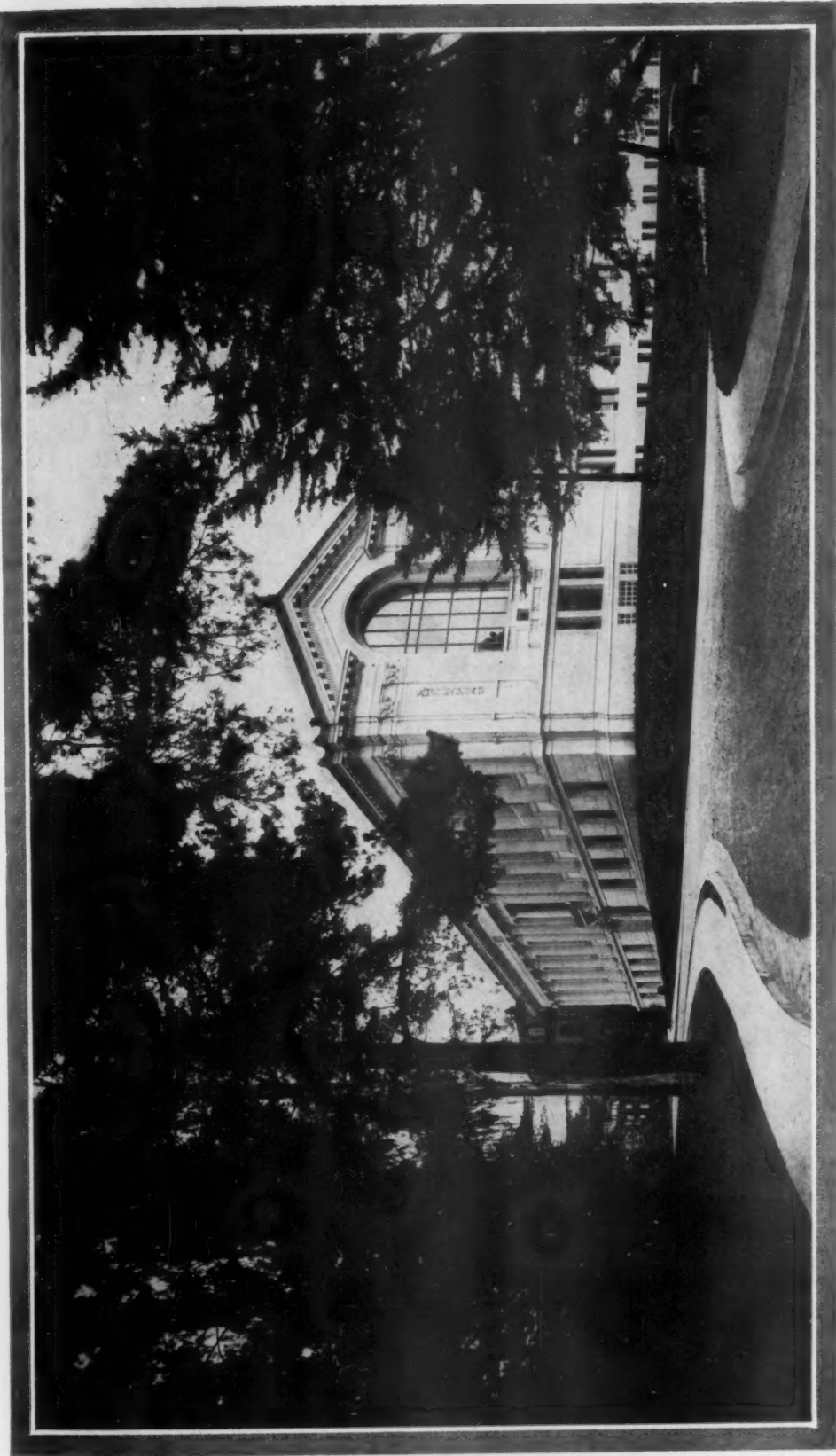
Roses and geraniums grow into trees in Oakland among palms and camphor trees.

*One of Oakland's playgrounds. They are used 365 days in the year.
The only thing the children miss (?) is snow and ice.*

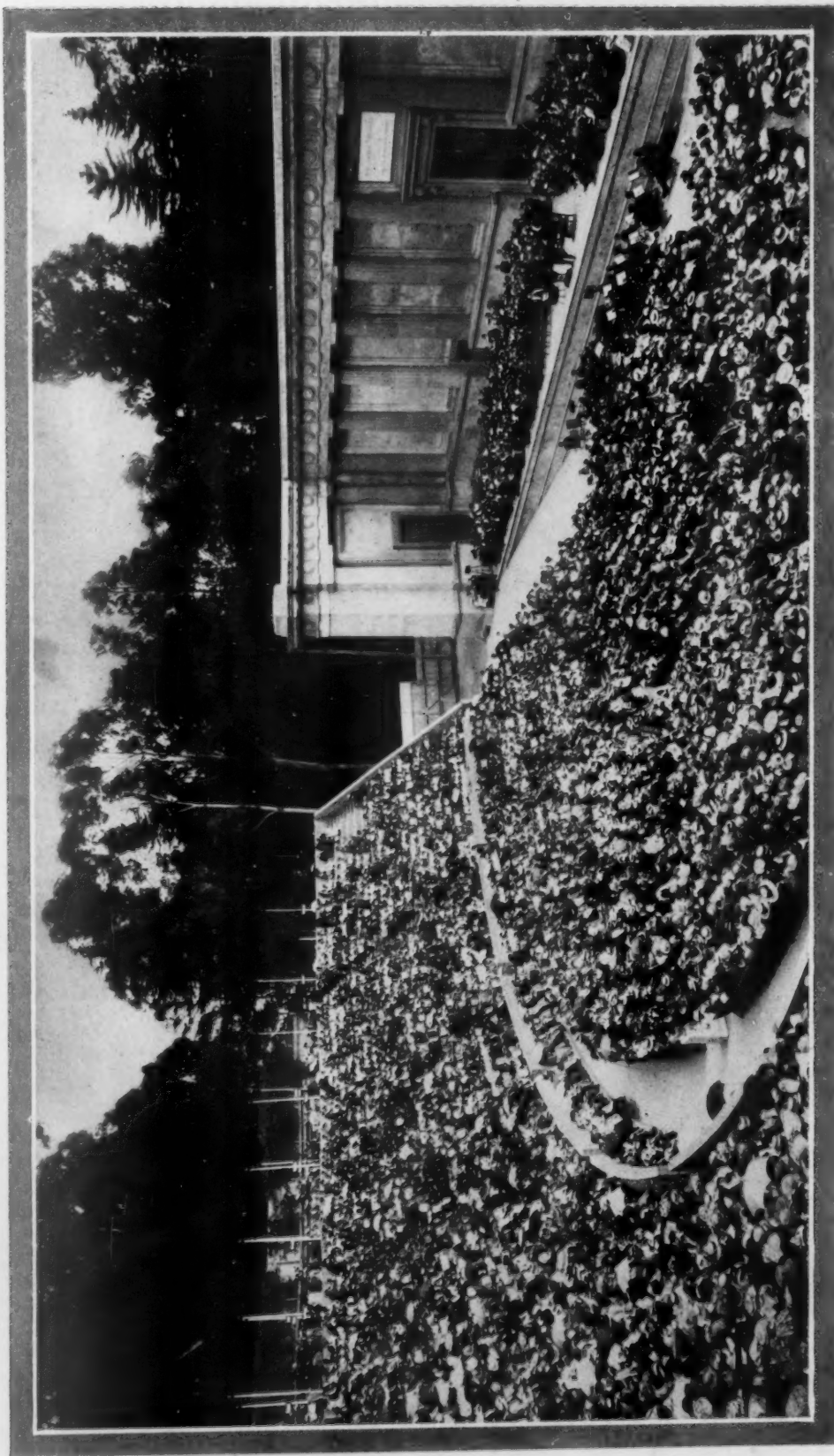




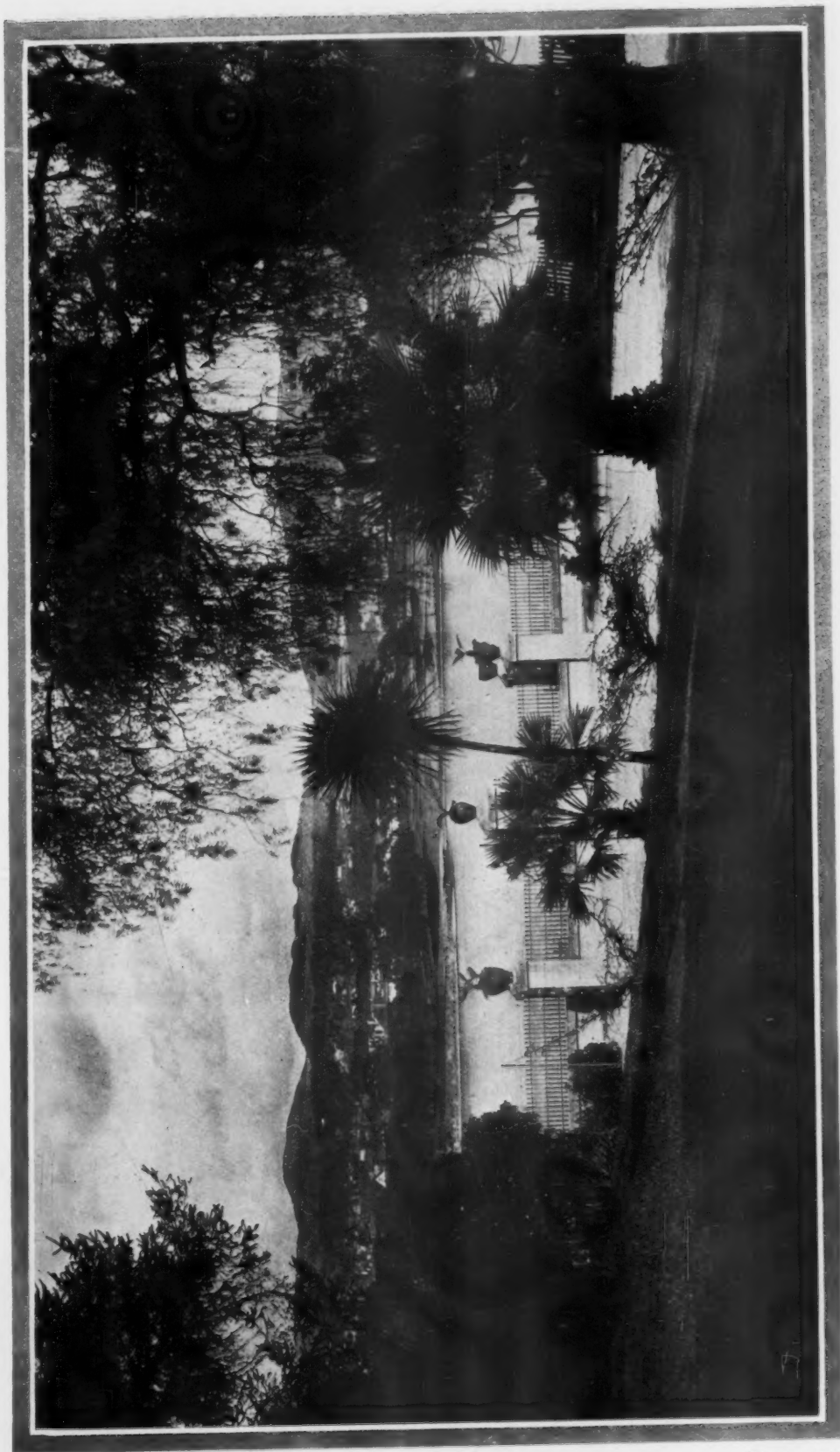
THE CAMPUS OF THE UNIVERSITY OF CALIFORNIA IN BERKELEY, ADJOINING OAKLAND TO THE NORTH.



*LIBRARY BUILDING.
The University of California, Berkeley, has the second largest attendance of any university in the United States.
New and beautiful buildings are being added each year.*



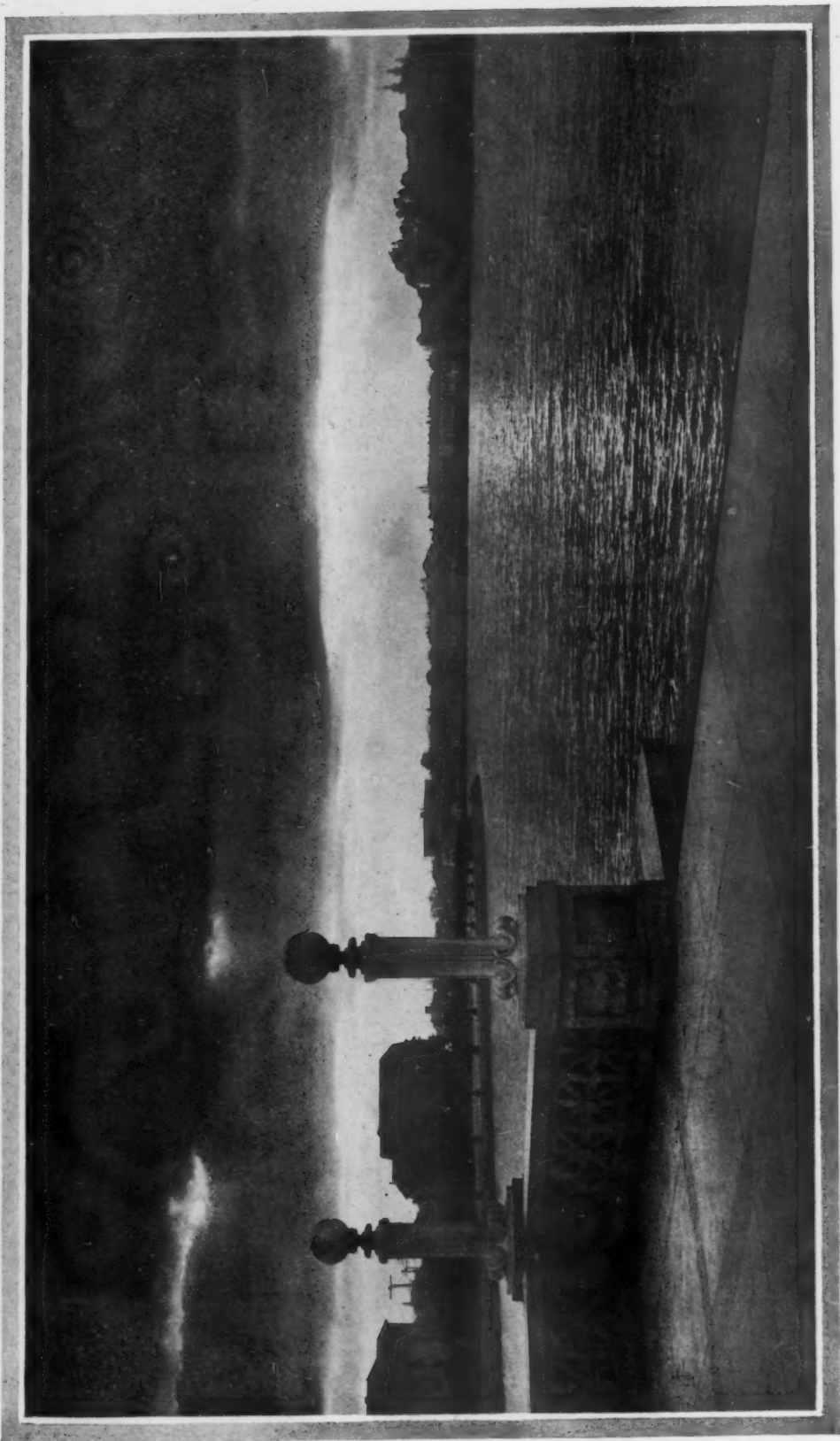
THE GREEK THEATRE OF THE UNIVERSITY OF CALIFORNIA, BERKELEY.
A donation from a son of the Golden State.



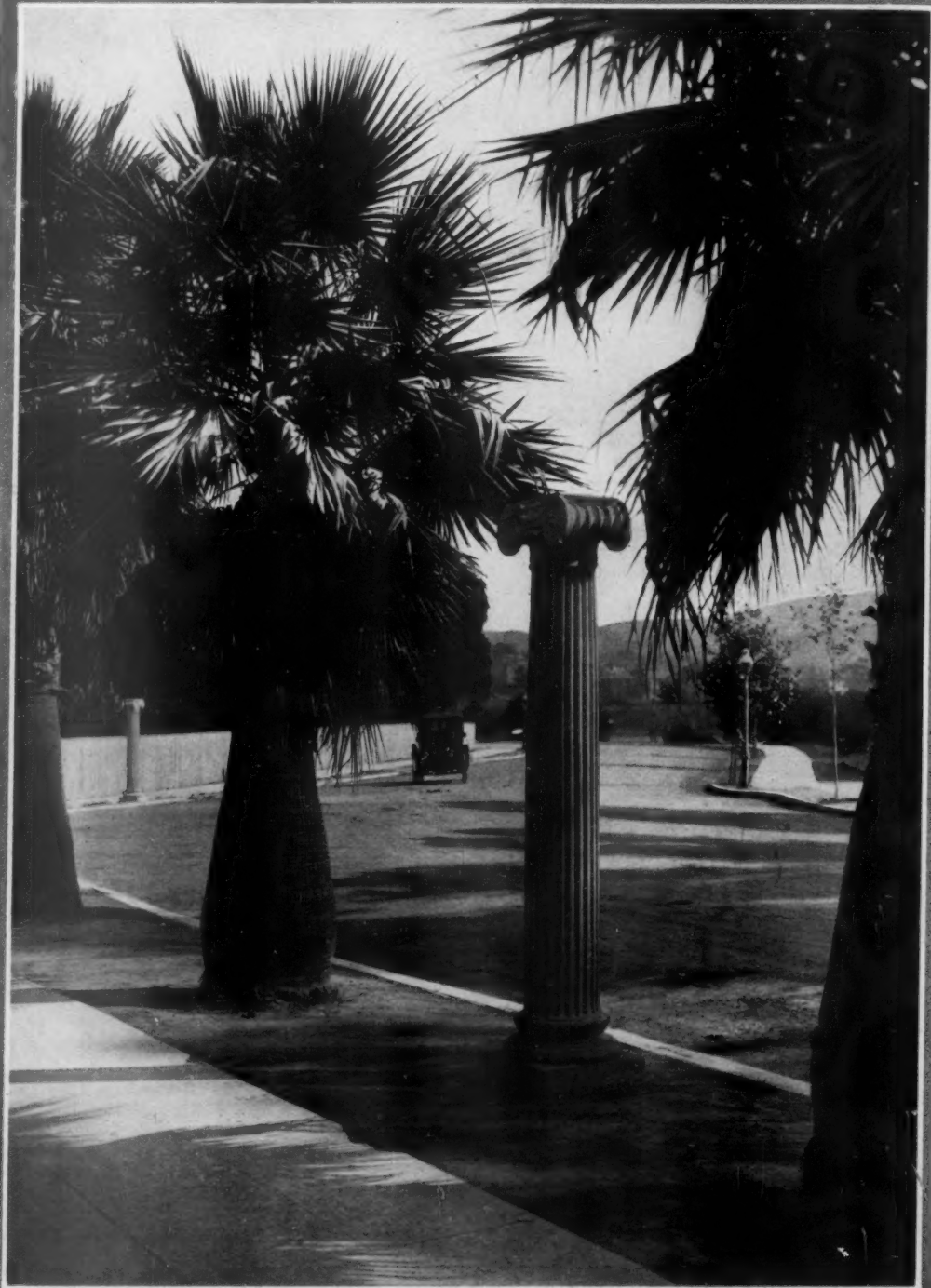
A VIEW OF LAKE MERRITT AND THE HILLS BACK OF OAKLAND FROM THE LAWN OF A PRIVATE RESIDENCE.



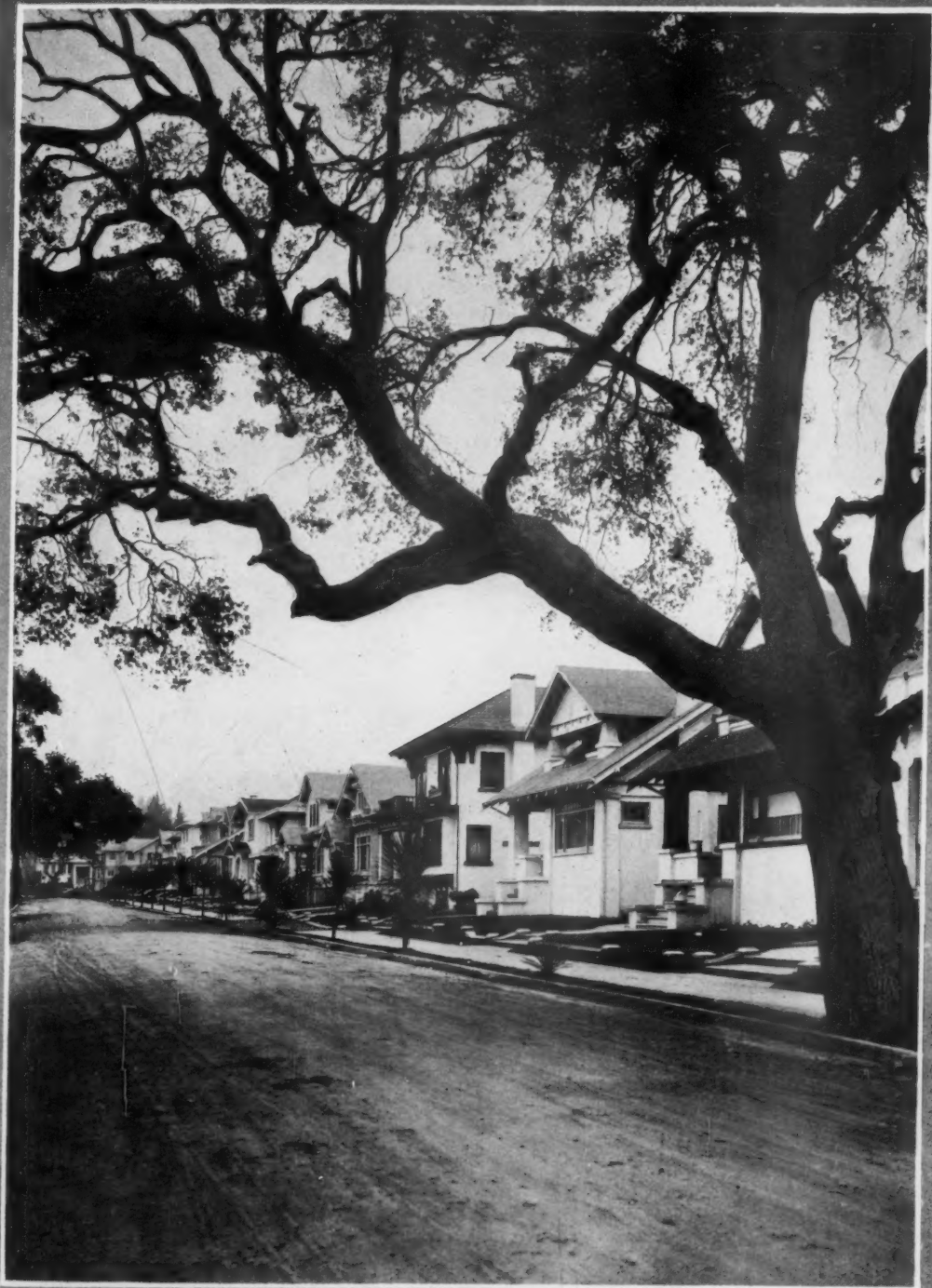
This is not a reproduction of an oil painting. It is a view of the beautiful hills back of Oakland. Twenty minutes from the center of the city.



A SUNSET ON LAKE MERRITT (IN THE CENTER OF OAKLAND).
Art cannot reproduce its beauty.

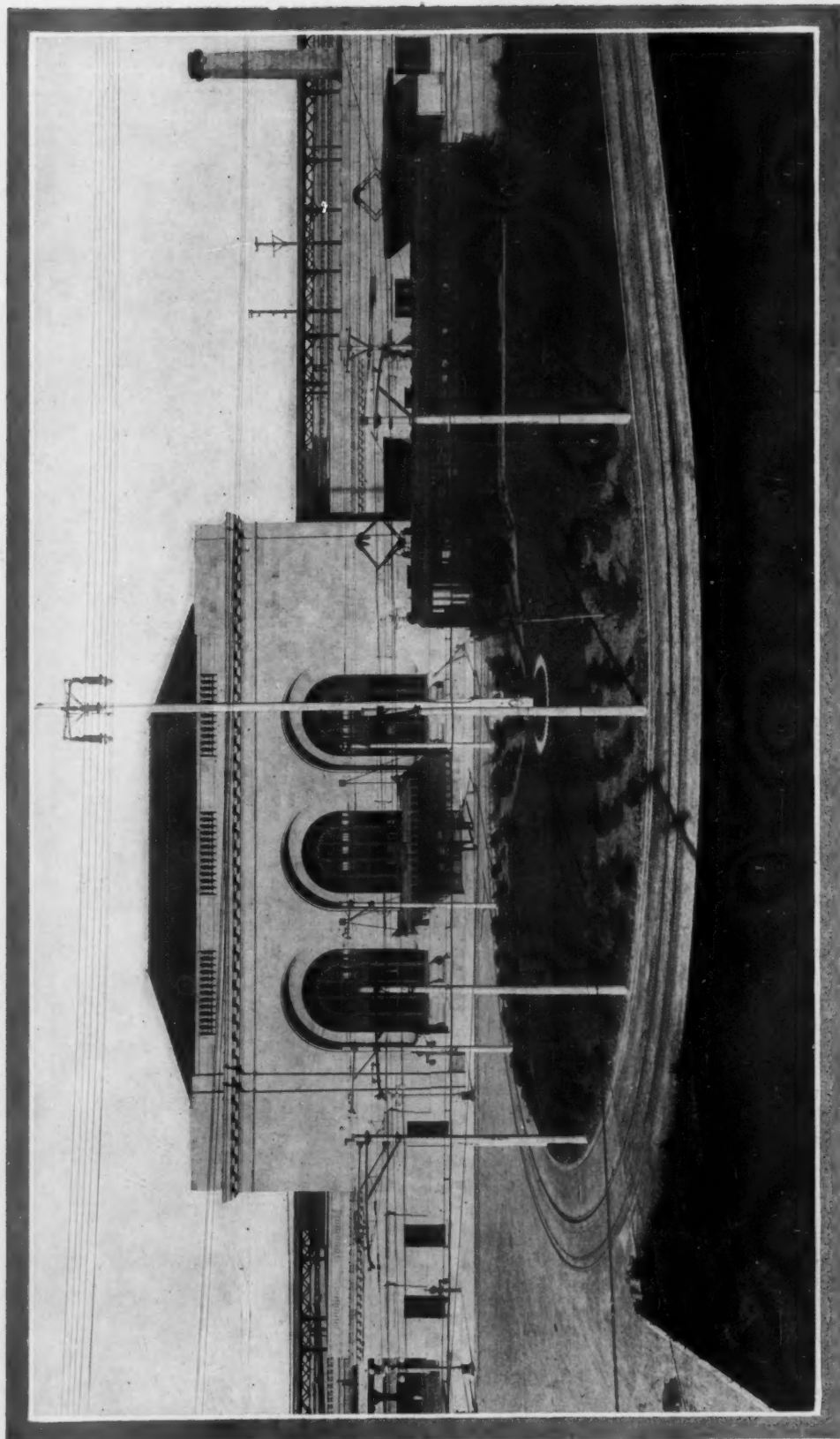


CONCRETE PILLARS MARK THE FIFTEEN MILE HIGHLAND DRIVE AROUND LAKE
MERRITT AND UP INTO THE HILLS OF OAKLAND.

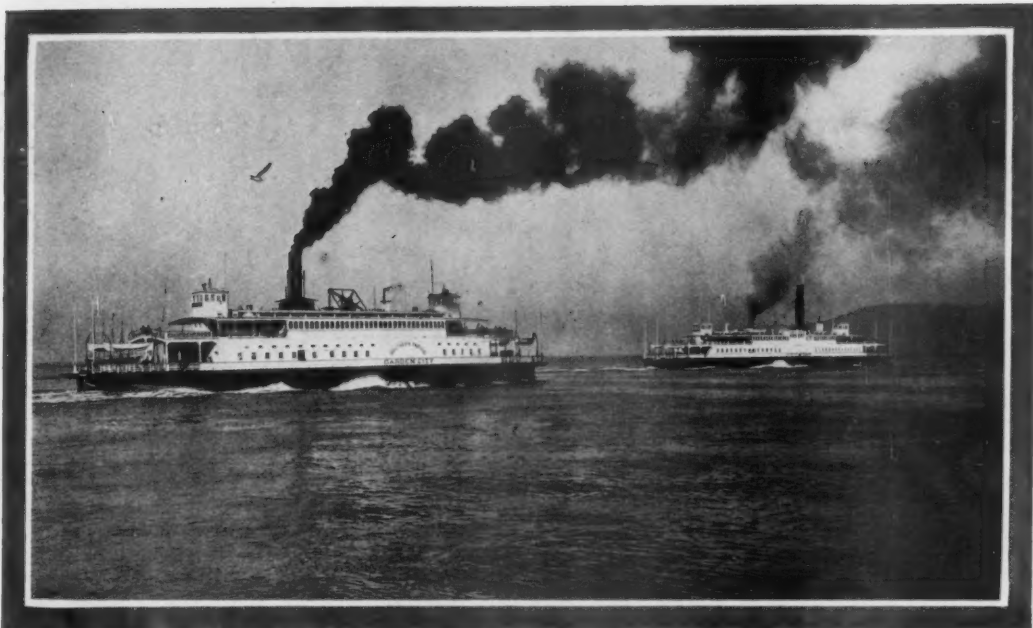


*INEXPENSIVE HOMES IN ONE OF THE NEWER RESIDENTIAL SECTIONS.
MANY OLD LIVE OAKS ARE LEFT STANDING.*

(Twenty-six)

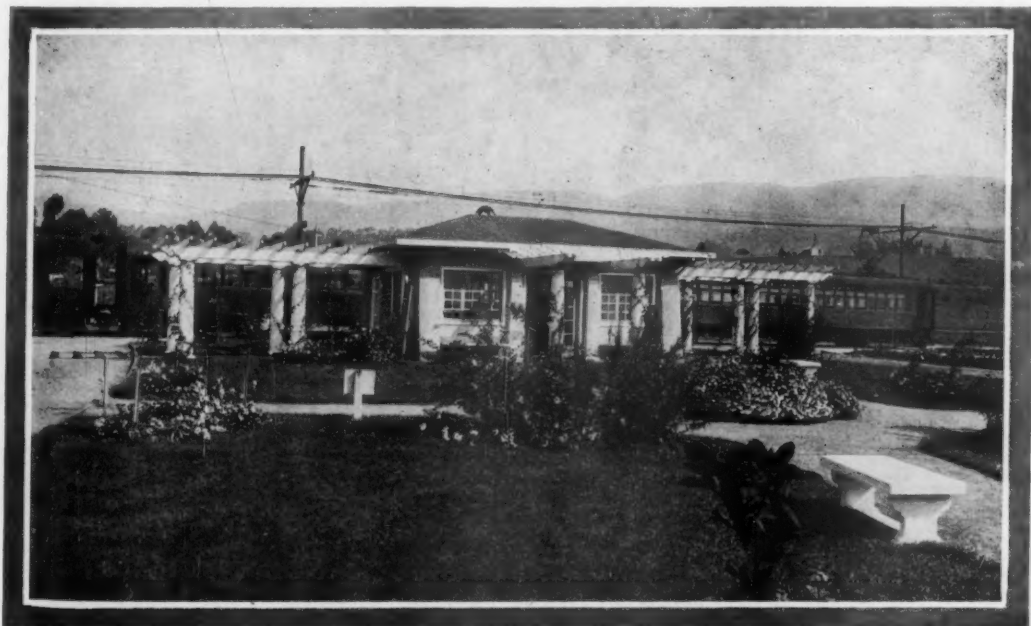


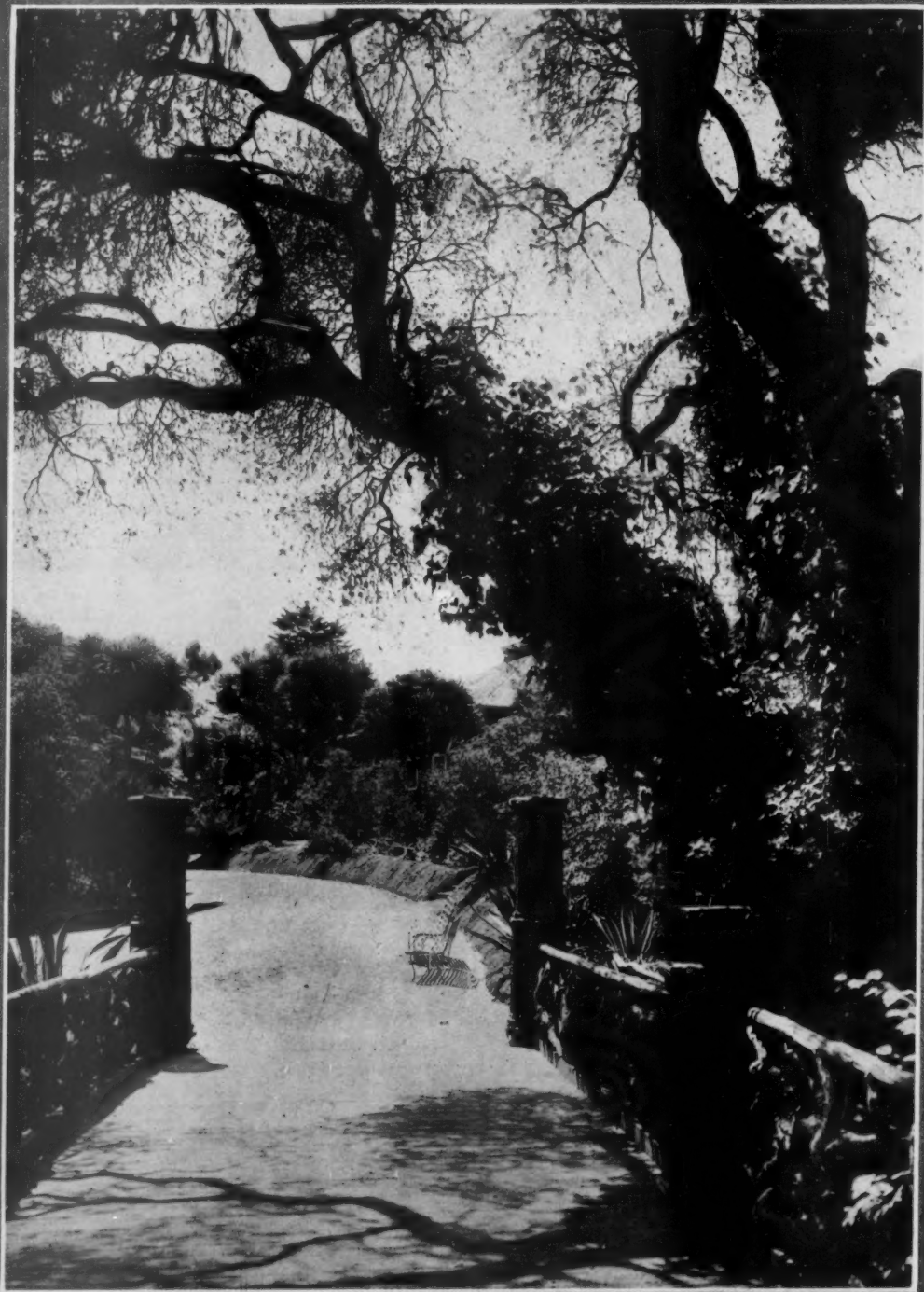
Here is where transcontinental passengers on the Southern Pacific and Union Pacific Railways first see the waters of the Pacific Ocean. A main line passenger train stops at this station every twenty minutes. The Santa Fe and Western Pacific Systems also have their magnificent terminal stations in Oakland.



Three ferry systems with the largest, finest and fastest ferry boats in the world form a bridge between Oakland and San Francisco across the five miles of San Francisco Bay. These ferries will connect Oakland direct with the Panama Pacific Exposition of 1915.

These ferry boats connect Oakland with independent systems of high speed electric lines. Their beautiful stations are surrounded by parks.





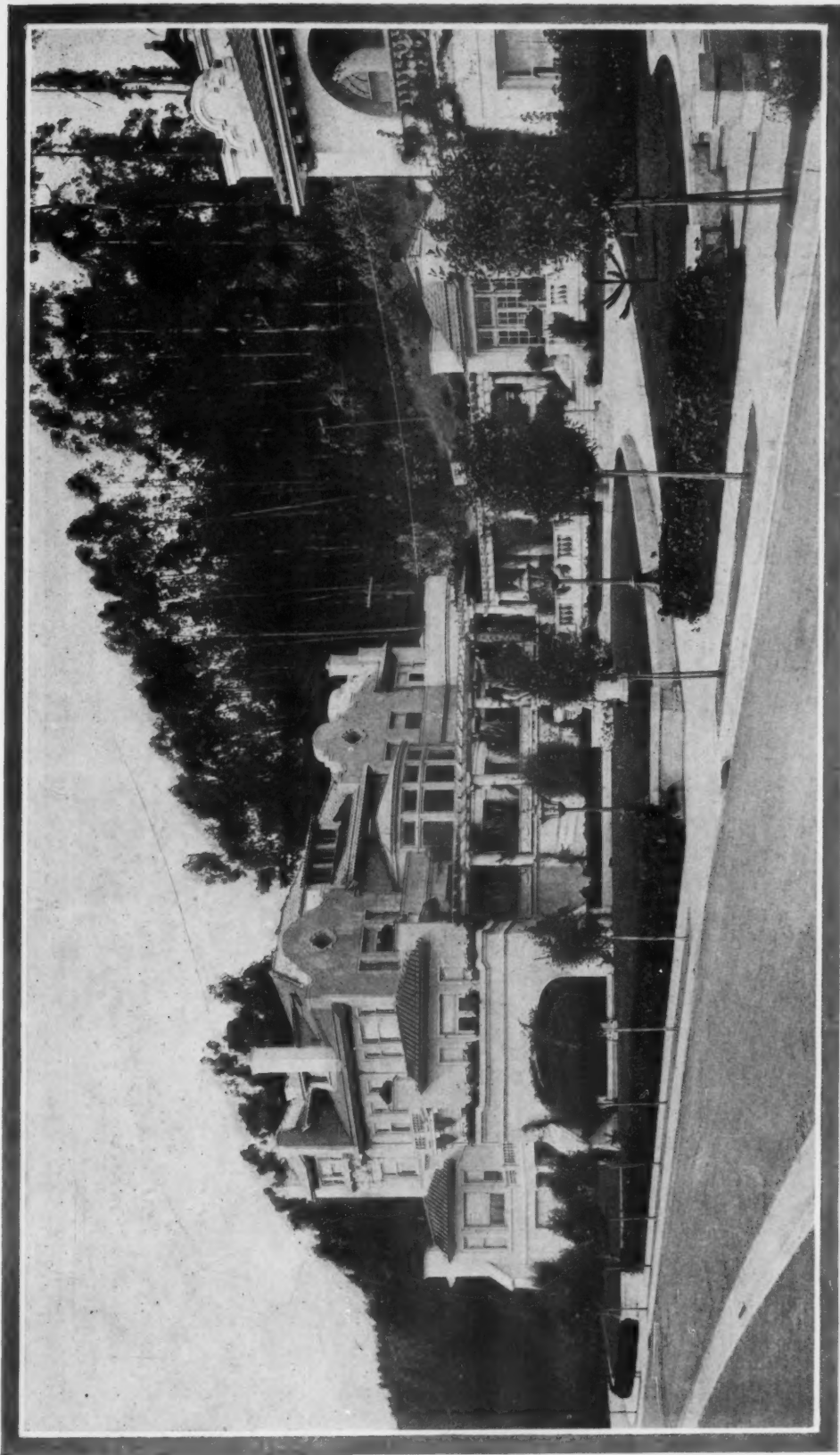
The parks of Oakland contain specimens of nearly all known plants. The climate and soil are as near perfect here as anywhere in the world.



No one would guess that this is a view on the roof of a department store—that is exactly what it is. Here you can enjoy a cup of tea in the sunshine, among flowers and fountains in midwinter.



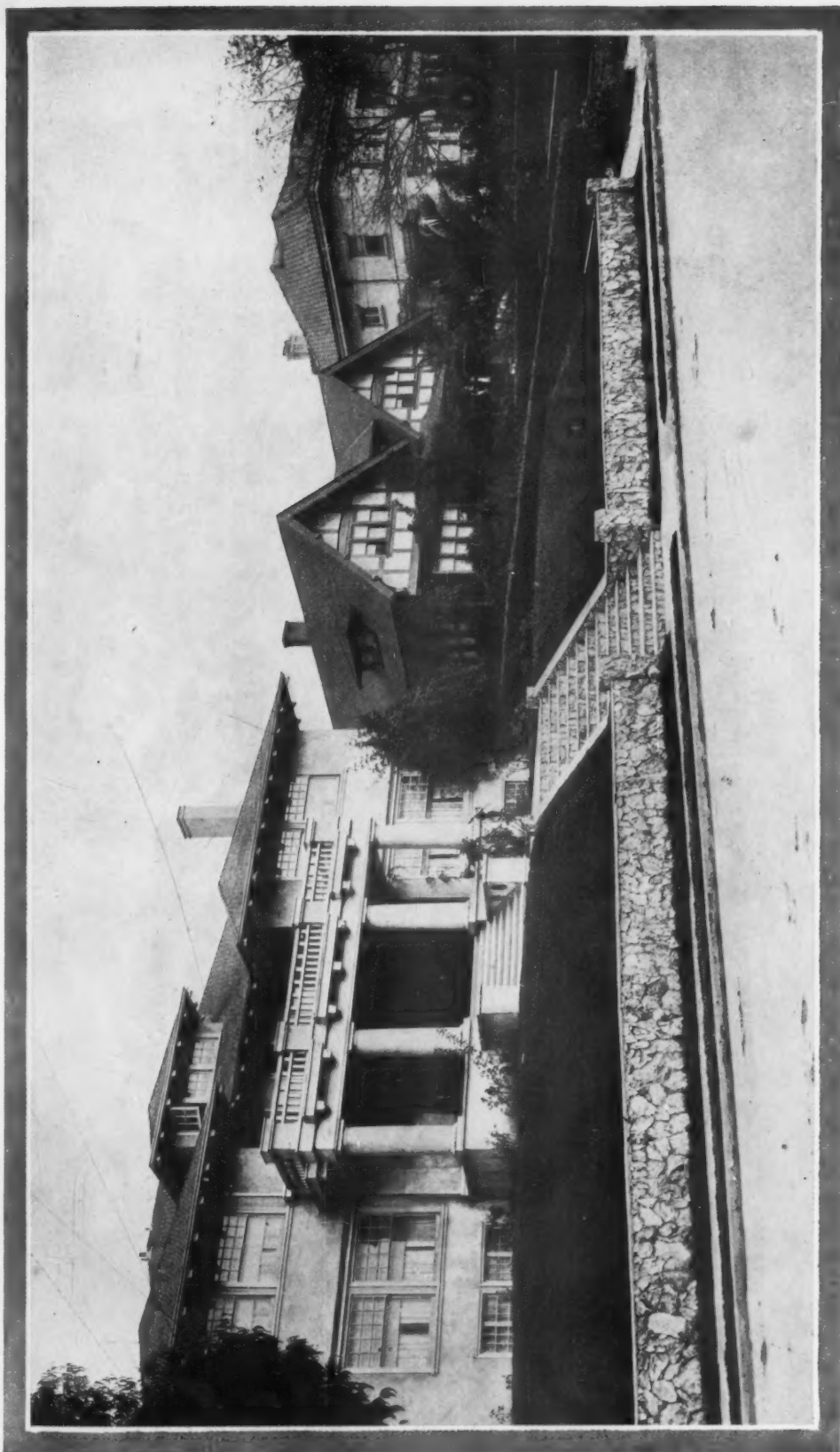
GREEN LAWNS, LILIES, ROSES AND GERANIUMS THRIVE IN JANUARY IN OAKLAND'S SUNSHINE.



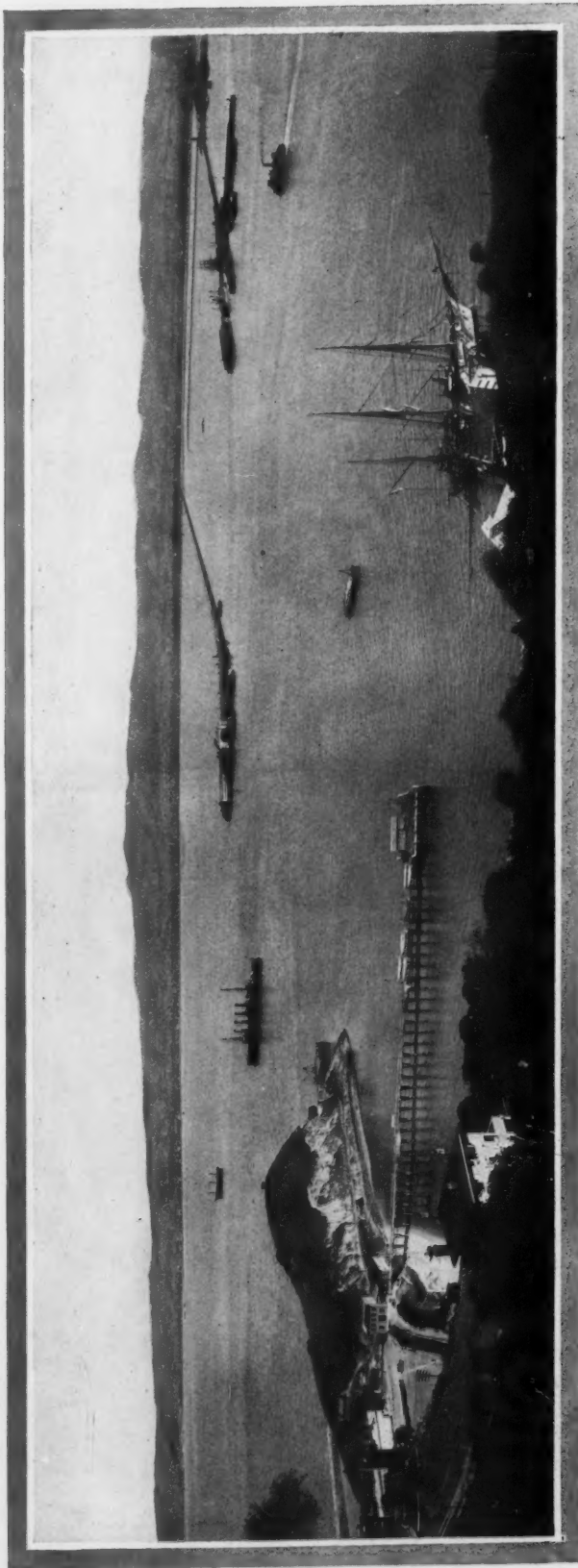
ALASKA MINERS AND THE SUGAR KINGS OF THE PACIFIC ISLES BUILD THEIR HOMES IN OAKLAND'S
SUBURBS WHEN THEIR FORTUNES ARE MADE.



ONE AND TWO STORY BUNGALOWS LIKE THESE ARE BEING BUILT IN OAKLAND BY MANY WHO WANT MODERATE PRICED HOMES.

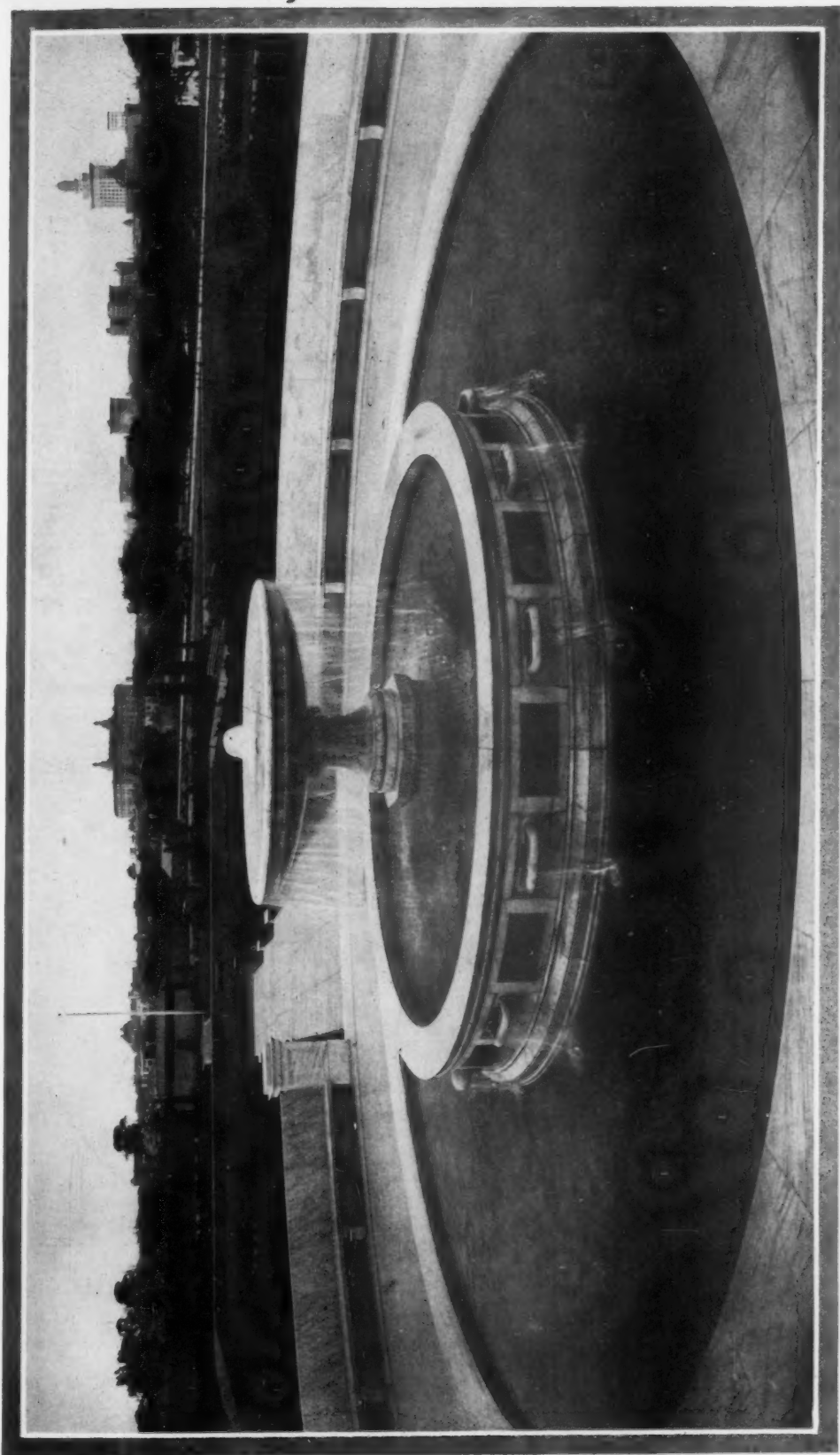


SPANISH AND ENGLISH STYLES OF ARCHITECTURE ARE MADE TO HARMONIZE IN OAKLAND.



(Thirty-four)

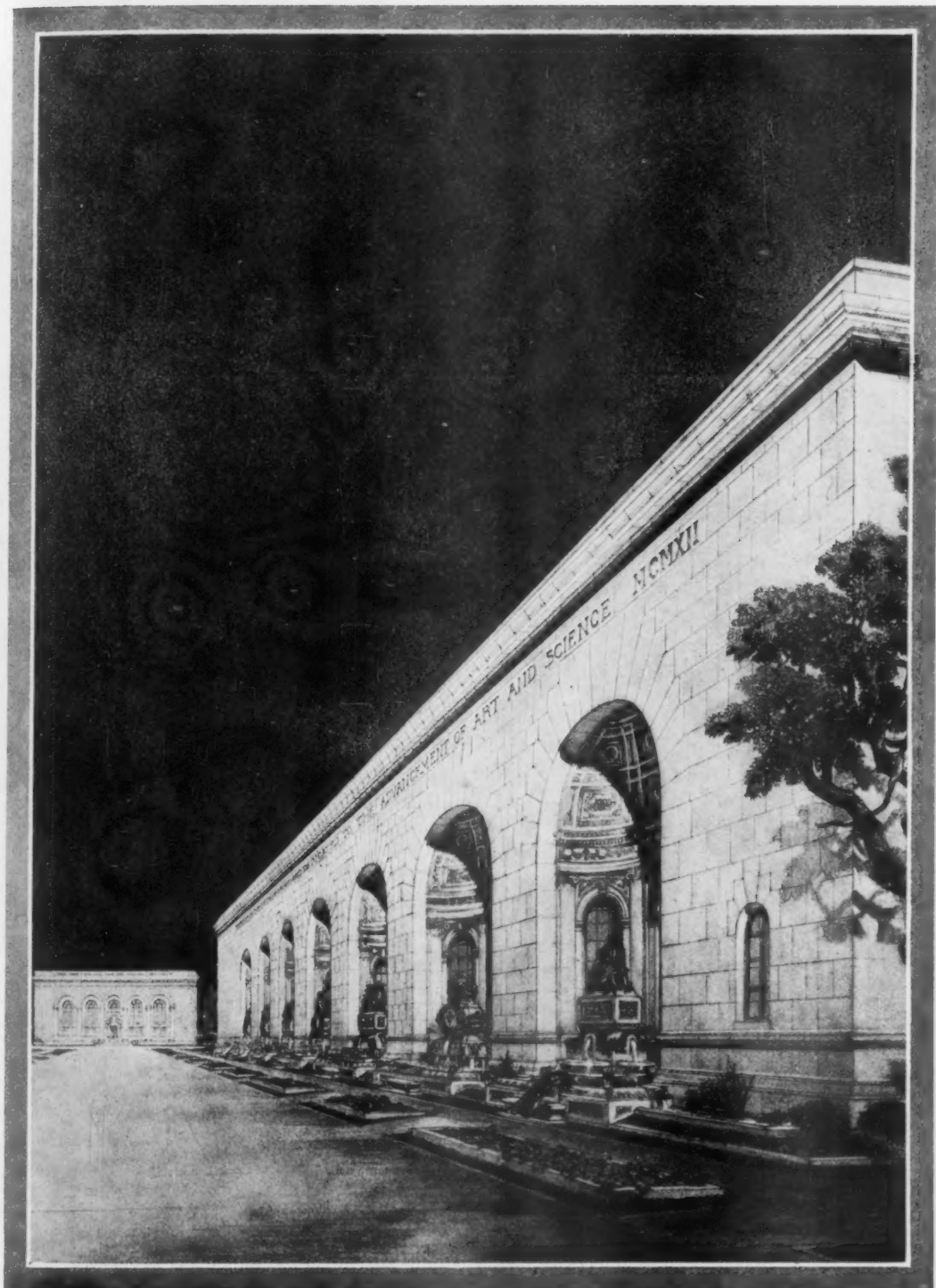
Looking towards Oakland from the United States Training Station on Yerba Buena Island. The United States Government, jointly with the city of Oakland, is planning to spend millions of dollars to develop here one of the finest harbors in the world. These additional facilities are a public necessity because of the enormous increase in shipping partly through the opening of the Panama Canal.



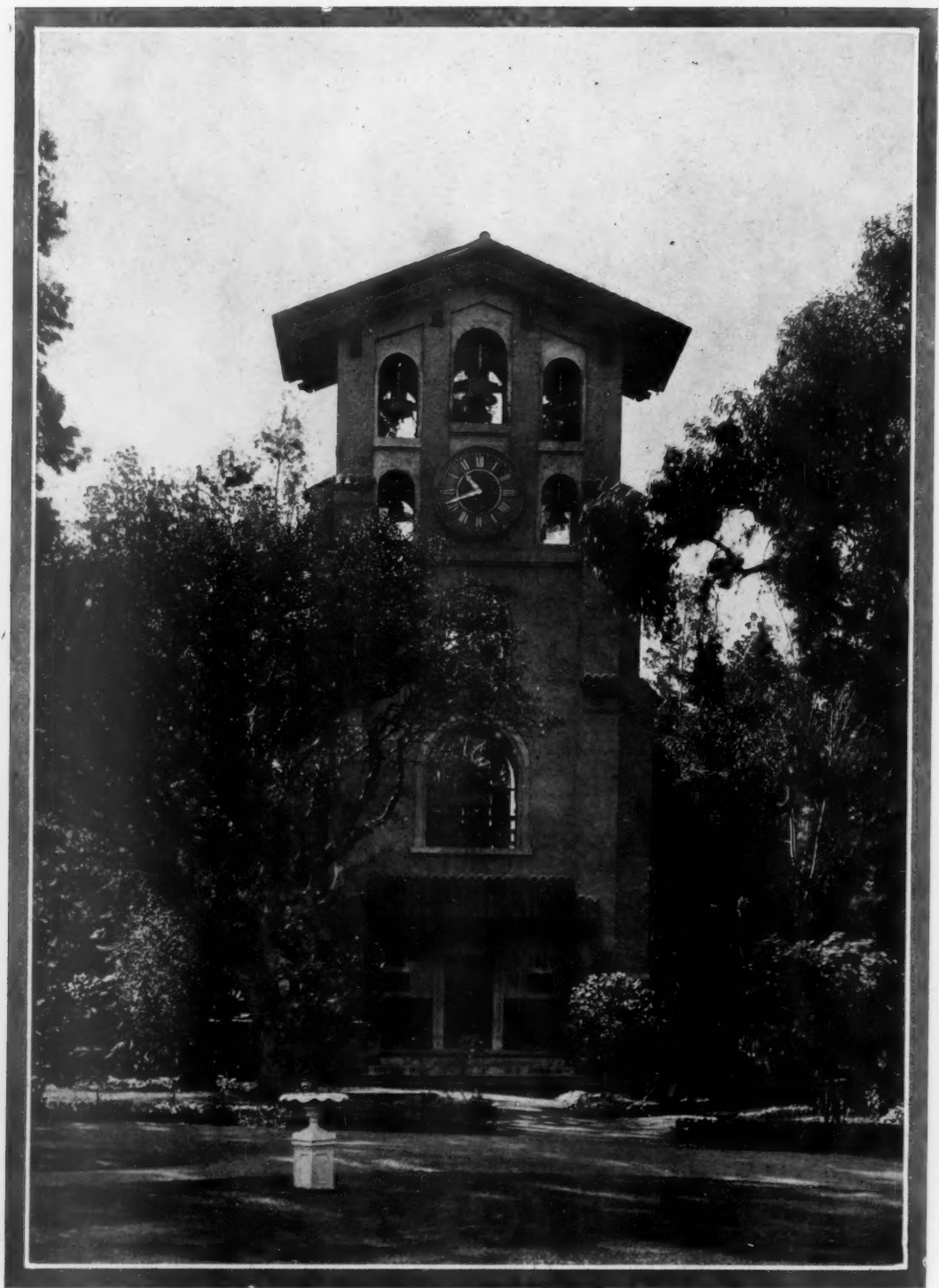
THE McELROY FOUNTAIN IN LAKESIDE PARK ON THE SHORE OF LAKE MERRITT, BUILT BY THE CITY OF OAKLAND AS A MEMORIAL TO A FAITHFUL SERVANT OF THE CITY.



THIS IS NOT A SCENE FROM THE TROPICS. IT IS AN ORDINARY STREET SCENE IN OAKLAND, WHERE EXTREMES IN TEMPERATURE ARE NEVER FOUND.



Oakland's magnificent auditorium, now being built on the shore of Lake Merritt. Here will be held conventions of all kinds. The main hall will hold 10,000 people and there will be numerous smaller rooms for other assemblies. (This is a photograph from the architect's drawing.)



*THE BELL TOWER OF MILLS COLLEGE IN OAKLAND,
A FAMOUS SCHOOL FOR YOUNG LADIES.*



THE MISSION SAN JOSE, ON THE FOOTHILL BOULEVARD, OAKLAND.
One of the most interesting relics of the Spanish Padres.

The Rotary Club of Oakland, California, Invites You

EVERY busy man takes a vacation sometime and, in the end, takes a long rest. Don't wait to die to go to Heaven but come to Oakland and you will get a foretaste of that promised Land.

Here we have sunshine all the year round—Spring, Summer, Autumn and Winter. Here every day of your vacation can be made good for something. One hundred and eighty good Rotarians invite you. Each one asks you to make his place of business your headquarters, wants you to use his office—his auto—and to make yourself at home generally.

Here we have the very best of roads for motoring in the most beautiful hills skirting the background of the City of Oakland, looking down upon the silvery bay of San Francisco, with the ever open Golden Gate before you and the dotted islands to the right and left. As far as the eye can see there is beauty all round—mellow sunshine and balmy air, a place of beauty and a joy forever.

And the people: What can be said of them? Improvements are coming all the time and since they were the last people the Lord made, they *must* be the very best.

Let your next vacation be spent among us, and if you have any friends coming this way, give them a letter of introduction to our president or secretary and they will be treated just as we would treat you.

Come on. We want you all.

Rotarily yours,

OAKLAND ROTARY CLUB.

List of Members of Oakland Rotary Club

- | | | |
|---|--|---|
| Aber, Louis, Proprietor Hotel Crellin, Tenth and Washington Sts. | tant Manager, The Multi-graphed Letter Co., Multi-graphing and Stenography, 609 Syndicate Bldg. | Oakland, California Towel Company, Towel Supplies, Twenty-eighth and Filbert Sts. |
| Ady, J. Clem, Manager, Zellerbach Paper Company, Printers' Paper and Paper Containers. 614 Franklin St. | Bean, Herbert D., Automobile Repairing, 73 Twelfth St. | Bridges, Thomas B., Manager, Heald's Business College, Business College, Sixteenth and San Pablo Ave. |
| Anderson, Harry S., Manager, Anderson's Exclusive Carpet House, 405 Thirteenth St. | Bercovich, Wm., Partner, Bercovich's Smokers' Emporium, Retail Cigars and Smokers' Articles, Fourteenth and Broadway. | Briggs, Arthur M., Manager, Vogue Millinery, Millinery (Ladies'), 1219 First Ave. |
| Arlett, Robt. G., Manager, California Ink Company, Lithograph and Printing Inks, Third and Camelia Sts., W. Berkeley. | Bertillion, Lee, Bertillion, Leading Hatter, Hats and Caps, 1025 Broadway. | Briseoe, James, Manager, Barlow & Company, Pictures, Picture Frame Makers and Gilding, 345 Thirteenth St. |
| Aronson, Dave L., Manager, Cahn Nickelsburg & Co., Shoe Manufacturers and Jobbers, 1126 Brush St. | Bilger, Frank W., Secretary and Treasurer, Oakland Paving Company, Paving and Street Construction, Oakland Bank of Savings Bldg. | Brown, Andrew C. (Associate), R. S. Kitchener, Printing, 916 Clay St. |
| Bankhead, John W., Artesian Well Borer and Contractor, Office and Residence, 886 Twenty-ninth St. | Bird, Sherwood, Secretary and Treasurer, Bird-Rymer Co., Lighting Fixtures, 332-Fourteenth St. | Browne, Geo. C., Manager, National Pharmacy Co., Manufacturing Pharmacists—Wholesale, Seventeenth and Wood sts. |
| Barker, William C., Proprietor, Acme Auto and Taxicab Company, Touring Cars and Taxicabs for Hire, 739 Twenty-sixth St. | Bonner, John M., Secretary, Oakland Brewing & Malting Co., Blue and Gold Beer, Twenty-sixth and Chestnut Sts. | Buhring, Harry H., Manager, Jepson Storage Co., Storage and Moving, 1542 Broadway. |
| Barndollar, Chas. K., Assis- | Borroughs, J. N., President, | Burnet, Edgar E., Assistant Superintendent, Judson Manufacturing Co., Rolling Mills |

- and Structural Steel, Foot of Park Ave., Emeryville, Oakland.
- Butler, A. L., Yawman & Erbe Manufacturing Company, Office Filing Devices, 470 Thirteenth St., Room 11.
- Butler, Chas. H., President, Sanitary Street Sweeping Co., Suction Street Sweepers, 304 Foxcroft Bldg., San Francisco.
- Caldwell, Frederick R., Proprietor, Ink—Writing and Copying, 1417 Willow St.
- Card, Dr. E. F., Specialist, Ear, Eye, Nose and Throat, Central Bank Bldg.
- Carpenter, Hugh S., Commercial Manager, Pacific Tel. & Telg. Co., 1751 Franklin St.
- Carter, Albert E. (Associate), Scrivner, Montgomery and Carter, Attorney and Counselor-at-law, Security Bank Bldg.
- Cavasso, Isidore L., Partner, Downey-Cavasso Glass & Paint Co., Glass and Paints, 362 12th St.
- Church, Hartley R., Civil Engineer, 3031 Benvenue Ave., Berkeley.
- Clarke, Carl G., Non-Resident, Valley Garage, East First St., Livermore.
- Clements, John (Associate), Pacific Gas & Electric Co., Thirteenth and Clay Sts.
- Cobbledick, Jas. H., Jas H. Cobbledick Company, Interior Decorating, House Painting and Furniture Refinishing, 336 Fourteenth St.
- Collins, Rollin S., Partner, Collins Bros., Druggists—Retail, 1534 San Pablo Ave.
- Combs, Jerome B., Remington Typewriter Company, Monarch, Smith Premier, and Remington Typewriters, 1527 Broadway.
- Cox, Wm. L., Secretary (Associate), California Oil & Burner Company, Oil Burners, 231 Franklin St.
- Davis, John M., President, Oakland Furniture Company, Twelfth and Clay Sts.
- Day, Edward J., Proprietor, E. J. Day Company, Automobile Supplies, Twelfth and Madison Sts.
- Dean, William E., President, Dean Law & Collection Co., Collection Agency, Bacon Bldg.
- Dewing, Chas. H., Sherman, Clay & Company, Pianos and Musical Merchandise, Fourteenth and Clay Sts.
- Dombrink, Heinrich, Hooper-Dombrink Art Glass Co., Art Glass, 1813 Telegraph Ave.
- Donnelly, Dr., Geo. J., Veterinarian, 2437 Telegraph Ave.
- Dunann, Roy A., Partner, Standard Specialty Co., Electric Suction Cleaners and Washing Machines, 310 12th St.
- Eckert, Edwin T. M., Ruud Manufacturing Company, Automatic Water Heaters, 2128 Shattuck Ave., Berkeley, also 428 Sutter St., San Francisco.
- Ellis, Norman P., President, Oakland Electrical Company, Electrical Construction and Supplies, 407 Twelfth St.
- Engvick, Clarence E. (Associate), Crane Company, Plumbing Supplies, Thirteenth and Webster Sts.
- Fallon, Thos. H., Manager, Sunlit Fruit Company, Fruit Canning and Preserving, 2400 Fourth St., West Berkeley.
- Faw, Claude T., California Corrugated Culvert Co., Corrugated Iron Road Culverts, Fifth and Parker Sts., West Berkeley.
- Fechter, John, General Secretary, Young Men's Christian Association, Twenty-First and Telegraph Ave.
- Fenton, John A., President, Pacific Coast Rattan Company, Wicker Furniture—Baby Carriages, Sixteenth and Jefferson Sts.
- Gear, Lewis S., Lessee, Dalziel Office Bldg., Fifteenth St., between Washington and Clay Sts., Office, 1418 Broadway.
- Gerhard, August L., Partner, Phoenix Photo Engraving Company, Photo Engraving, 826 Webster St.
- Gier, Theo., Theo. Gier Wine Company, California Wines—Wholesale, 581 Eighteenth St.
- Gillis, Kenneth, Manager, Diamond Laundry Company, Laundry, Twenty-eighth and Filbert Sts.
- Glasier, Herbert P., Manager, Oakland Cream Depot, Cream, Milk and Butter, Fourteenth and Willow Sts., also 1809 Telegraph Ave.
- Gobel, Konrad, Proprietor, Automobile Trimmer, 73 Twelfth Street.
- Gribben, Harry H., Supt. Factory No. 2, Standard Underground Cable Co., Manufacturing and Distributing Electric Wires and Cables, First and Linden Sts.
- Hagan, Lewis Y., Manager (Associate), Remington Typewriter Company, Monarch, Smith Premier, and Remington Typewriters, 1527 Broadway.
- Harlow, V. C. Edison, Manager, Barber Shop, Hotel Oakland, Hotel Oakland.
- Harvey, Will E., Partner, White-Wallace Company, Tents and Awnings, 520 Eleventh St.
- Hemingway, Donald P. (Associate), The Union Lithograph Co., Lithographing and Unographing, Security Bank Bldg.
- Henderson, J. E., Proprietor, Undertaker, 2307 Telegraph Ave.
- Hesse, Walter (Associate), Peart & Elkington, Automobile Tires and Vulcanizing, 1715 Broadway and 1714 Telegraph Ave.
- Hilton, Douglas A. (Associate), Acme Auto & Taxicab Company, Touring Cars and Taxicabs for Hire, 739 Twenty-sixth St.
- Hink, Frederick B., Mdse. Manager (Associate), Taft & Penoyer Company, Dry Goods, Fourteenth, Fifteenth and Clay Sts.

- Hinman, Henry L., Manager, Merchants' Express & Draying Company, Draying, Freight Distributing, 428 Ninth St.
- Horst, R., President, Home Liquor Store, Wines and Liquors, Retail, 1437 Broadway.
- Hottes, John W., Manager, Crane Company, Plumbing Supplies, Thirteenth and Webster Sts.
- Huebbe, E. H., Manager, Firm—E. H. Huebbe, Bookbinder, 389 Tenth St.
- Hundley, Eugene R., Secretary, Burnham-Standeford Co., Planing Mill, 105 Washington St.
- Irving, Andrew H., Gen. Supt. Paraffine Paint Company, Felt Roofings, Foot of Powell St., Emeryville, Oakland.
- Jessup, Robert W., President, Mercantile & Warehouse Company, Wholesale Seeds, Fifth and Poplar Sts.
- Jewett, Frank W., Manager, Travelers' Insurance Company, Life and Casualty Insurance, First National Bank Bldg.
- Jewett, J. Carl (Associate), Travelers' Insurance Company, Life and Casualty Insurance, First National Bank Bldg.
- Johnson, Herman T., Local Agent, Otis Elevator Company, Elevators, 502 Seventeenth St.
- Jordan, Edw. B., Manager, Musical Exchange, Music Furnished, 1414 Webster St.
- Kessler, Don E., Employers' Liability Assurance Corporation, Liability Insurance, First National Bank Bldg.
- Kirkland, Alexander W., President, Sunset Grocery Company, Groceries—Retail, 1209 Broadway.
- Kisich, Pat., Proprietor, Saddle Rock Cafe, 418 Thirteenth St.
- Kitchener, Ray S., Proprietor, Firm—R. S. Kitchener, Printing, 916 Clay St.
- Kullman, J., Vice-President (Non-Resident), Kullman-Salz Co., Sole Leather Tanners, Benicia, California.
- Lasell, L. Wight, Secretary, Alhambra Natural Mineral Water Co., Drinking Water, Mineral Water, Beverages, Fourth and Fallon Sts.
- Laufer, Fred W., Proprietor, Optician, 487 Fourteenth St.
- Lawrence, Volkert O., Manager, Lawrence Warehouse Company, Merchandise Warehouse, 547 Poplar St.
- Laymance, Edward E., Laymance Real Estate Company, Real Estate, 1432 Broadway.
- Leach, Frank A., Jr., Dist. Mgr., Pacific Gas & Electric Company, Thirteenth and Clay Sts.
- Lockie, John A., President, Lockie Dyeing & Cleaning Works, 3712 San Pablo Ave.
- Macdonald, Angus N., Insurance—Fire, Bacon Bldg.
- Marks, Samuel, Secretary, Peoples Water Company, Water, Ninth and Broadway.
- Marvin, Irving A., Marvin's Hair Store, Hair Goods, 1329 Washington St.
- Mayhew, Frank J., President and Manager, Western Casket Company, Casket Manufacturers, 155 Thirteenth St.
- McCall, Chas. W., Architect, Central Bank Bldg.
- McCarron, Cochran, Proprietor, C. McCarron & Company, Coffee, Tea and Spices—Retail, 972 Twenty-eighth St.
- McCarthy, John, President, Alameda County Abstract Co., Searchers of Records, 426 Thirteenth St.
- McClunie, Wm. J., Department Mgr., Taft & Pennoyer, Dry Goods, Fourteenth, Fifteenth and Clay Sts.
- McDaniel, Dr. Alexander C., Osteopath, Union Savings Bank Bldg.
- McGraw, Fred V., McGraw & Swim, Automobile Insurance, 1721 Telegraph Ave.
- McLaughlin, Dave H. (Associate), Vice-President, C. J. Heeseman, Inc., Clothing, Washington at Thirteenth St.
- McWilliams, Robert A., Home Builder, 202 Security Bank Bldg.
- Meredith, Geo. S., Cashier, Farmers and Merchants Savings Bank, Banking, Thirteenth and Franklin Sts.
- Meyer, Frederick H., Director and Proprietor, California School of Arts and Crafts, Art School, 2119 Allston Way, Berkeley.
- Meysel, Edward O., Partner, Oakland Auction Company, Auctioneers, 363 Thirteenth St.
- Montgomery, Herbert C., Partner, Scrivner, Montgomery & Carter, Attorney and Counselor-at-law, Security Bank Bldg.
- Moore, Lawrence F., Manager, California Electric Crematorium, 4499 Piedmont Ave.
- Morton, Herbert S., Sunset Lumber Company, Lumber, First and Oak Sts.
- Muhr, Herman (Associate), Theo. Gier Wine Company, California Wines—Wholesale, 581 Eighteenth St.
- Mulvany, Al, Sign Cards, Show Cards, Designing, Commercial Bldg., 460 Twelfth St.
- Murdock, Leroy W., Manager, Firm—Leroy W. Murdock, Pumps, Windmills, 1310 Webster St.
- Myers, Blake, D. (Associate), Terminal Agent, Southern Pacific Company, Railroad, Fifth and Kirkham Sts.
- Newman, Harry G., Plumbing and Gas Fitting, 520 Sixteenth St.
- Newsom, J. Raymond, Newsom Advertising Company, Advertising Campaigns, 1422 Broadway.
- Ohlandt, Henry W., Manager, National Ice & Cold Storage Company, Ice Manufacturer, Second and Market Sts.

- Ormsby, Edgar, L., Manager, "Friedman's", Cloaks and Suits (Ladies'), 524 Twelfth St.
- Otis, Geo. F., Partner, Standard Fence Company, Iron Wire Fence, 310 Twelfth St.
- Palmer, Albert W., Minister, Plymouth Church (Congregational), Piedmont and Laurel Aves.
- Parke, James H., Proprietor, Parke Machine Works, 117 Franklin St.
- Pearl, Norman F., Vice-President, Pearl & Elkington, Automobile Tires and Vulcanizing, 1715 Broadway and 1714 Telegraph Ave.
- Pelton, Ward L., Proprietor, Packard Shoe Store, Shoes, Men's—Retail, 1525 Broadway
- Perkins, Dave E., Sales Manager, Burroughs Adding Machine Company, Adding Machines, 414 Thirteenth St. (Perry Bldg.).
- Pitman, Benj., Globe Grain & Milling Company, Flour "A" 1, Fortieth and San Pablo Ave.
- Randolph, Geo. E., Superintendent, United Iron Works, Manufacturers Pumping, Mining, Ice Machinery, etc.—Foundry, Second and Jefferson Sts.
- Reed, Roy M., Auditor, The Forum Cafe, 1312 Broadway.
- Reinle, Fred P., Secretary, West Coast Soap Company, Laundry Soaps, Twenty-sixth and Poplar Sts.
- Reiter, Victor, Manager, Oakland Hotel Company, Hotel Oakland, Harrison, Thirteenth and Fourteenth Sts.
- Richardson, Lance, Dist. Freight and Passenger Agent, Southern Pacific Company, Railroad, Thirteenth and Broadway.
- Robertson, Robert, Partner, Cape Ann Bakery, Bread, Pies, Cakes, 585 Twelfth St.
- Rogers, William A., Proprietor (Non-Resident), Rogers' Hotel, Walnut Creek, California.
- Roos, Robert A., President, C. J. Heeseman, Inc., Clothing, Washington at Thirteenth St.
- Rutherford, William, Superintendent, California Cotton Mills Co., Textile Manufactures, Valdez and Railroad Aves.
- Rutley, Byron, President, Byron Rutley, Inc., Merchant Tailor, 1327 Washington St.
- Samuels, Sam, Jeweler, 461 Twelfth St.
- Sanborn, Edgar M., Partner, H. M. Sanborn Co., Florists and Seedsmen, 1325 Broadway, Oakland.
- Saroni, Alfred B., Partner, Firm—Louis Saroni, Exclusive Wholesale Sugar Dealers, Albany Bldg., 1512 Broadway.
- Schaefer, Howard F. (Associate), Lawrence Warehouse Co., Merchandise Warehouses, 547 Poplar St.
- Scharman, Herman, Partner (Associate), "Ye Liberty," Candy, Ice Cream and Frozen Desserts, 1215 Broadway.
- Schlueter, Adolph, President, A. Schlueter & Company, Department Store, 1314 Washington St.
- Schnebly, Henry W., Partner, Schnebly, Hostrawser & Pedgrift, General Contractor, Sixth and Jackson Sts.
- Schroeder, Harry C., Patent Attorney, First National Bank Bldg.
- Shrader, Clyde M., Sales Manager, The Union Lithograph Co., Lithographing and Unographing, 741 Harrison St., San Francisco.
- Smith, Edwin L., Partner, "Ye Liberty," Candy, Ice Cream and Frozen Desserts, 1215 Broadway.
- Smith, John F., Partner, Smith Bros., Books and Office Supplies, 472 Thirteenth St.
- Smith, Grant M., Manager, Thos. H. B. Varney, Outdoor Advertising, 534 Twentieth St.
- Smith, Werdie P., Chief, Efficiency Division—Civil Service Board, City of Oakland, City Hall.
- Sonderleiter, Frank W., Sign Painter, 411 Eleventh St.
- Spencer, John P., Brick Contractor, Builders' Exchange, 1011 Franklin St.
- Springsteen, A. L., Manager, Pierce Hardware Company, Hardware, 1208 Broadway.
- Stanley, Lynne, Proprietor, Haberdasher, 1222 Broadway.
- Starr, Chas. C., Manager, Firm—Chas. C. Starr, Harness and Leather Goods, 530 Broadway.
- Stoddard, Edwin B., Howard Company, Building Materials, First and Market Sts.
- Styles, Wilfrid B., Manager, Central Phonograph Parlors, Phonographs, 388 Twelfth St.
- Swauger, Arthur B., Manager, United Electric Vehicle Company, Detroit Electric Trucks, Electric Pleasure Cars, 3310 Telegraph Ave.
- Sweet, Jas. C., Manager, Somers & Company, Hay and Grain, 201 Market St.
- Swim, Norman D. (Associate), McGraw & Swim, Automobile Insurance, 1721 Telegraph Ave.
- Talbot, James F., Proprietor, Avenue Stables, Livery and Boarding Stables, 2427 San Pablo Ave.
- Tate, John C., Manager, Fageol & Tate, Rector System Gas Heating Company, 3420 Telegraph Ave.
- Taylor, Frank A., President, California Oil & Burner Company, Oil Burners, 231 Franklin St.
- Taylor, Samuel J., President, Taylor Paper Company, Paper, Paper Bags, Twine, 905 Union Savings Bank Bldg.
- Thompson, Dr. J. Goodwin, Physician and Surgeon, 1704 Telegraph Ave.
- Thrall, Fred C., Manager, Inlaid Floor Company, Inlaid and Parquetry Floors, 2016 Telegraph Ave.
- Tooze, William C. (Associate),

- Assistant General Secretary,
Y. M. C. A., Twenty-first and
Telegraph Ave.
- Townsend, Chas. A., General
Agent, Wells Fargo & Co.,
Express, 1500 Broadway.
- Truchs, Henry C., President, F.
J. Edwards Company, Poul-
try, Fish and Oysters, 820
Washington St.
- Upton, Dr. Edward A., Dentist,
First National Bank Bldg.
- Veitch, John C., Manager, Peo-
ples Express Company, Bag-
gage Delivery, 428 Ninth St.
- Wark, William O., Pacific Coast
Manager, H. W. Dunning Co.,
Steamship and Foreign
Travel, Hotel Oakland.
- Warren, Will J., Partner, In-
dependent Paper Box Com-
pany, Paper Box Manufac-
turers, 731 Second St.
- Waterbury, George A., Man-
ager, Rucker Fuller Desk
Company, Office Desks and
Chairs, 1750 Broadway.
- Weeks, Anson B., President, A.
B. Weeks & Company, Cord
Wood—Wholesale, Clay St.
Wharf.
- Wickersham, Poole C., Man-
ager, Oakland Gas Appliance
Company, Gas Appliances,
Thirteenth and Clay Sts.
- Williams, Harry B., Cement
Sidewalks, Bacon Bldg.
- Williams, Harry G., President,
Harry G. Williams Co., Coal,
Thirteenth and Webster Sts.
- Wittenberg, Ed. W., President
and Manager, California
Cracker Company, Manufac-
turers of Crackers and Cakes,
Park Ave. and Watt St.,
Emeryville.
- Woods, Thomas A. (Associate),
Supt. Central California Di-
vision, Wells Fargo & Co.,
Express, First National Bank
Bldg.
- Wright, Franklin J., Manager,
Oakland Branch, New York
Lubricating Oil Company,
- Lubricating Oils, 2144 Broad-
way.
- York, Bertrand L., General
Manager, Idora Park Com-
pany, Fifty-sixth and Tele-
graph Ave.
- Young, Eugene A., Partner, E.
A. Young Company, Adeline
Market, Retail Butcher, 1209
Seventh St.
- Zeitler, Gus. A. Manager, Oak-
land Copper and Brass
Works, General Coppersmith,
Seventh and Kirkham Sts.

HONORARY MEMBERSHIP.
George, C. Morgan, 1814 Alice
St., Oakland.

NON-RESIDENT
MEMBERSHIP.

Clarke, Carl G., Valley Garage,
Livermore, California.

Kullman, J., Kullman-Salz Co.,
Sole Leather Tanners, Beni-
cia, California.

Rogers, Wm. A., Proprietor,
Rogers Hotel, Walnut Creek,
California.

The Ink for This Magazine

WAS FURNISHED BY

The California Ink Company

Berkeley, Cal.

Clubs in Smaller Cities.

The administration has taken a very decided stand against the formation of clubs in cities of less than twenty-five thousand inhabitants. This decision is based on the history of the clubs now in existence in cities of this size. While some are prosperous and enthusiastic, the majority of them lack the splendid spirit of fraternalism and close friendship that has made Rotary such a pronounced success. The Rotary doctrines that have made organization, growth and enthusiasm possible in so many cities, to a large extent are not applicable to the smaller cities, and until Rotary can be presented in a different garb, it is my belief that it cannot be successfully promoted outside of the great centers of population.

The administration was greatly strengthened by the efficient set of officers elected at Buffalo. Every man among the vice presidents and directors has been actively and aggressively on the job since the election, and the results have been marvellous. The directors are especially interested in the work of the committees, and the president has received many congratulations from those appointments. Every year the work of these committees becomes more important, and I want to urge every chairman to keep his committee actively on the job, so they all can go to Houston prepared to present reports that will add interest and enthusiasm to the greatest gathering of Rotarians the world has ever known. That is exactly what the Houston Convention will be.

The Houston Convention.

It is already an assured success. At the time this is written, the convention is six months off, but the committee on convention program and topics has been industriously planning for the past two months. They have held a meeting, and have outlined a tentative program which fairly bristles with startling and interesting events. It is almost impossible for me to resist telling some of the committee's plans, but I am sworn to secrecy. The Houston Club has perfected a most wonderful convention promotion organization; and the condition of convention affairs is in better shape January 1st than they ever were for previous conventions on July 1st. The Convention Committee, Executive Committee and International Secretary expect to meet in Houston in February, at which time the program will be definitely arranged and publicity given to the big features of that delightful and happy week in June, when we will rotate among the oleanders, palms, cape jessamines and magnolias. Brother Rotarians, just you figure that you have never seen America until you visit the great state of Texas with its magnificent cities and pace-setting Rotary clubs. If you were only going to visit Houston, you would be repaid; but all the wonderful cities of Texas are planning to do you honor. Houston alone is well worth the trip. It is one of America's new cities, the metropolis of southeastern Texas, known as the "Manchester of America." Houston, with its sky-scrapers and magnificent hotels, is as metropolitan as New York; and its residence districts are ravishingly beautiful, abounding in the magnificent trees, plants and flowers of the entrancing southland. Its summer weather is tempered by the cooling breezes from the Gulf, which is but a few miles distant, and the official weather reports of the government for the month of June, covering several years, are now in my possession, and they give official confirmation to the modest claims of our friends from Texas that the temperature is less distressing than the month of June in the north. Arrange now to be an active participant in the greatest Rotary gathering the world has ever known. It will be held in Houston, Texas, the week of June 21st.

RUSSELL F. GREINER.

FORMER PRESIDENT MEAD SPEAKS FROM THE NINTH MILE-STONE.

Rotary is nine years old this month; in the life of a human being that is not a very long time and it is a much shorter period in the life of an institution. The Panama canal was started before the first Rotary club was organized. Owing to the wonderful facilities that modern science and industry have put at our disposal, great achievements like the construction of the canal can be completed in astonishingly short time; in the same way, owing to the marvelous facilities in travel and communication and in the dissemination of informa-

The Distance Sense

By Paul P. Harris

A GOOD deal has been said and written of late with intent to awaken business men to a sense of the supremacy of their position in the world's affairs and of their corresponding responsibility to society.

I do not believe that there is any other organization on the face of the earth in a position to do so much for business and so much for the world through the realm of business as Rotary. The opportunity is simply transcendent and exists today; it did not exist yesterday. The world was not then ripe for the appreciation of a movement one of the chief ends of which would be to dignify and exalt hitherto ignored or perhaps even despised trade.

We must avail ourselves of our unique opportunity. The development of the philosophy and ethics of business has as yet but just begun. Rotary with all of its splendid equipment is in on the ground floor. Of all earthly things, good, practical ideas are still the most in demand. Money will erect university buildings and equipment but it takes ideas, new ideas, to practicalize educational curriculums to the point where students may become possessed of a reasonably accurate understanding of the principles essential to real success in life.

While we are occupying ourselves extensively in the development of a philosophy which will make service the order of the day and efficiency the standard up to which all trade must measure, perhaps there will still remain time for the development of a philosophy which will make life, itself, better worth living.

We are here on earth and we are here to stay during our respectively allotted periods. How much of happiness and how much of



PAUL P. HARRIS,
*Attorney-at-law, founder of the Rotary Club
of Chicago, President Emeritus of
the International Association
of Rotary Clubs.*

misery shall be our share remains with us almost entirely to determine. If we possess a modicum of reason, it will be apparent to us that it is the part of wisdom to cheerfully make the best of the situation and to harmonize our own lives with nature's inexorable laws. We are entitled to the maximum of happiness; and may we be sane enough to observe that the route to a life full of happiness does not lie in intemperate indulgence.

We need and the world needs an optimistic, rational philosophy of life.

Our noses are generally close to the grindstone. We don't take

much time to think for ourselves. We either let other people do our thinking for us or take our rules of life as they were laid down by preceding generations, some of whom did think. Some of the rules are good for this age and some of them never have been good for any age, and still we take them cheerfully because they save us a great deal of trouble, thinking. They are our inheritance.

We have been taught, among other things, that there is a vast difference between sins of commission and sins of omission. It is true that there is a vast difference but the difference is governed more by the laws of expediency than by the laws of morality. It would be shockingly immoral to kill a sick baby with a hammer and it would at the same time be expedient to punish the perpetrator of so dastardly an act; it would, in fact, be so very extra expedient in any part of the United States west of the Mississippi river, that the hammer man would probably not be able to get past the first telegraph pole.

The hammer route is really more humane

than the starvation route; and is there really any great moral difference between the wielder of the hammer and our respected selves who are at times so absolutely indifferent to distress? Why the price of that last bottle the other night—and that was the bottle that had the headache in it—could have saved a baby's life. Of course, it will be inexpedient to punish us for the morally criminal omission, because there would not be enough available telegraph poles nor men to handle the ropes.

It is time to kick off some of the traditions of the past and get down to the point of really thinking for ourselves. We need a philosophy of life, one that enters its unceasing protest against the all too prevalent belief that happiness is to be found in the mere accumulation of dollars or in the acquisition of power, a philosophy that teaches us that the seat of most of our troubles is just beneath our hats; that the really satisfying things in life are within the reach of most of us right now, and that they would be within the reach of all of us were it not for the fact that some of us have more than we can ever possibly use; that there is more net pleasure in reading "Little Dorrit" than there is in a joy ride, and that a joy ride may hurt while "Little Dorrit" never knew how to do anything in the world except help folks; that riches, as such, are almost certain to be a curse, almost never a blessing; that intemperance doesn't always mean drunkenness, that it may mean intensive acquisitiveness, and that one is about as dangerous as the other; that no man can stand more than about so much prosperity at any one time without being the worse for it; that adversity has made as many great men as abundance has ruined; that our sons are not materially different from other men's sons and that they are not immune from nature's laws; that improvidence is a sin against infancy, old age, and society in general; that the effects of intensive acquisitiveness are often much worse than the effects of prodigality; that the tenor of legislation ought to be toward the elimination of both; that it will be if public sentiment favors such course; that public sentiment will favor such course as soon as men will take time to stop and think; that it is our duty to jog our respective memories on the subject; that when we succeed in our efforts to gain an understanding of ourselves, we shall have little further need of penal institutions; that a rational philosophy of life would enable the American people to declare larger dividends of peace and content-

ment than would the ownership of the U. S. Steel and the Standard Oil; that while our brothers across the sea may be able to benefit themselves to some extent through ideas gained from us, we on the other hand should gain more from them as they are more philosophical, less temperamental than we are; that philosophy is the science of cause and effect, the very science of science, and that its scope is exceeded only by that of religion itself.

Edison, the great discoverer of nature's laws, said that suffering from want of the necessities of life will not be known one hundred years hence. Thomas, you have been dreaming again, as usual; may your dream, as usual, come true. To Edison, poverty is too illogical, too absurd a thing to be permitted to exist in the days of reason which are to come. Great task, yes, so was the digging of the Panama Canal, but great men are manning the task. Rotary will want to be in at the death of old "King Want."

With all our outcry against the corruption of politics in this country—and it is deserved enough at times—there is an irresistible undercurrent of pure, healthy, American statesmanship that is making constantly for better, for more rational things. It would be worth living for, just to see the development of the higher standard of citizenship which must result therefrom, and to see Edison's prediction come true.

Standing close to the Sistine Madonna one would see nothing but a hopeless confusion of meaningless colors. At a proper distance every touch of the brush has its meaning and the colors blend into the wonderful altogether that stands peerless throughout time.

There is nothing on earth more uninteresting than a fog, but if you will hang your fog in the sky and play the sun's rays upon it, a dazzling golden cloud will be the result.

Distance lends its enchantment,

Perspective gives us distance sense.

Life, too, has its perspective. The pleasure of the night before will have become greatly subdued before the dawn of the morning after; the insufferable chagrin and pain of yesterday is endurable today. This is simply another form of distance or time sense.

If we all had enough distance sense we would be very different in many respects from our present selves. We would place a much higher valuation on some things than we do now, and a much lower valuation on others. We would know beyond any possible

doubt that a simple home in which contentment dwells is infinitely preferable to a palace full of luxuries but without peace.

Your own particular trouble is about the most colossal thing in life to you today. It occupies the entire discernible arc of the heavenly circle. The sun is entirely eclipsed and yet one scant week hence, all will be smoothed over, forgotten, perhaps. In life's long race, the defeat of today will mean nothing, absolutely nothing, except a spur to braver undertaking for the morrow.

There is said to be a balm in Gilead. There's a balm here. It is time or distance sense.

There's a panacea for our troubles in the larger view of things. May our vision, as time flies, become more telescopic, less microscopic.

Has Rotary a meaning for you? No? Possibly you haven't the right perspective. You have worried yourself so much over the little unimportant things that you haven't even given yourself a momentary glimpse of the *tout ensemble*. Stand back, a few paces, for a moment, far enough away from the picture so that the details may assume their proper proportions and disclose their true relationship toward each other. It will profit you to get the distance sense.

"Ixtaccihuatl"

A Legion of a Famous Mountain of Old Mexico

By Fannie Harley

Miss Harley is a traveler, writer and lecturer who has spent many years in the study of every phase of Mexican life and conditions. In her travels through the Republic she has delved into the most inaccessible places and brought to light many most interesting legends which she hopes to compile into book form. It surely will be a delightful book to read if they all are as good as this one.

C. R. P.

LOOMING up to the view of almost the entire valley of Mexico are the majestic and stately mountains of Popocatepetl and Ixtaccihuatl. From time immemorial they have served as guides and landmarks to the inhabitants of Mexico, and many interesting legends, both among the Toltecs and Aztecs, have been centered around these awe-inspiring creations of the master hand. The following legend regarding Ixtaccihuatl, handed down from generation to generation by the Aztecs, is one of the most popular.

The first of the Aztecs who placed himself among the noted names of history was Quetzalcoatl, chief of the seven tribes of the Nahuatlacas, who lived in the lake district near Mexico City. He is recognized as the founder of the Aztec nation and regarded as a wise and powerful inventor. According to tradition, the father of Quetzalcoatl, whose name was Yopiltzin, disappeared mysteriously from among the Nahuatlacas. When the gods were consulted as to the whereabouts of the lost Yopiltzin the only message that was given was that he had gone to a far-off and beautiful country to learn new inventions and sciences and would some day return to teach his people. As time went on and the

old man did not return, Quetzalcoatl conferred with his seven tribes and decided to go in search of his father and the promised country spoken of by the gods.

Days were spent in preparation and at last, with Quetzalcoatl acknowledged as the chief and leader of the expedition, the seven tribes of the Nahuatlacas started out to find the unknown land. Not with gay heart and light foot did Quetzalcoatl leave the shores of the beloved lakes but with sadness he abandoned the haunts of his boyhood where he had hunted in the wild forests or fished in shaded crystal streams.

Many moons they traveled through the country. Sometimes their journey led them through sections of the country dense with trees. Here they would stretch themselves beneath the generous shade of the towering tropical trees or gather luscious fruits which hung in abundance overhead. Spotted deer dashed out and in among the trees while troops of monkeys chattered to each other, or brilliantly colored birds drew near to watch the inquisitors. Then they crossed barren deserts of shining white sand where the sun held sway in his terrible domain without a cloud or the flight of an aura to lessen his fury. Here and there a scrubby cactus

shielded a rattlesnake and helped to break the monotony of the death-thirsty desert. With famished bodies and parched lips the Indians would dash forward to a pool or fruit-laden tree only to find it a treacherous mirage. Forward again up a craggy mountain from whose summit they could see immeasurable miles of barren country they would throw themselves, heartsick, bleeding and exhausted, upon the ground and plead with the gods to show them the way to "the land beloved by the sun."

After many moons of deprivation and hardships they came at last to a land which they believed to be the one to which Yopiltzin had gone. Gay birds flitted hither and thither among tropical fruit trees, iridescent brooks babbled over crystal pebbles, and azure lakes reflected the alabaster clouds by day and the silver stars by night. Hither and thither they wandered in search of men—but alas! in vain. Much perplexed by this Quetzalcoatl called his men together to decide on further plans. Suddenly they were startled by the mournful song of the beautiful guanaba, which was believed by the Indians to be an infallible harbinger of misfortune. Terror-stricken, the Nahuatlacas threw themselves on the ground and besought help from the gods.

Bitter disappointment filled the heart and soul of Quetzalcoatl and it was transmitted to his men who refused to follow further. So Quetzalcoatl resolved to proceed upon his journey alone. "Sometime," he said, "my

descendants will return to teach my people new languages, sciences, and laws that Yopiltzin promised." With this he departed and the Nahuatlacas returned to the lakes.

Several years after this an ixtaccihuatl or "white woman," dressed in a white tunic covered with stars and symbols, appeared on the summit of a great mountain within the view of the Nahuatlacas. She prophesied to the people of the lakes and vicinity that before many years more the descendants of Quetzalcoatl would return to punish the disloyal and cruel princes, who had deserted him in the search for the "unknown land," and destroy the empire.

Since that time the mountain has borne the name of Ixtaccihuatl, or the "white woman."

* * *

When Cortez and his army first entered Tenochtitlan (the name of Mexico City before it was placed under the protection of the god Mexitli) many of the inhabitants believed them to be the descendants of Quetzalcoatl. To add to their superstitious fears and suspicions, during the conquest Popocatepetl burst out in furious and destructive eruption. The propitious light which crowned Popocatepetl was reflected upon Ixtaccihuatl covered with snow. The Tenochtitlans were panic stricken, since in their excitement they imagined they could see the "white woman" gazing with sinister smile upon the city which she, so many years before, had prophesied would succumb to the fatal destiny of destruction.

President Greiner Visits New England Clubs and Presents Invitation to the President of the United States

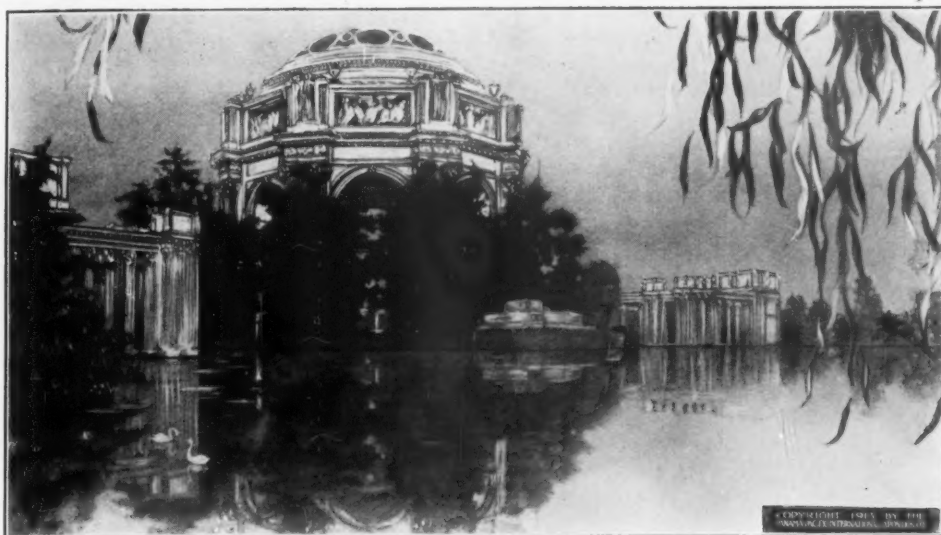
Russell F. Greiner of Kansas City, president of the I. A. of R. C. accompanied by Frank L. Mulholland, president of the R. C. of Toledo and director of the I. A. of R. C. has recently visited and spoken before the Rotary clubs of Albany, Worcester, Providence, Boston and New York. President Greiner and Director Mulholland have stirred Rotary enthusiasm to a white heat wherever they have spoken. At Boston they opened the business exposition of the Boston Rotary Club. At New York their coming was taken advantage of by the officers of the R. C. of N. Y. as is evidenced by the following telegram received just as the final form of our magazine went to press:

"CHESLEY R. PERRY, Chicago, Ill.

Tonight largest meeting New York club ever had. Twenty-five signed applications.

RUSSELL F. GREINER."

From New York President Greiner went to Washington, D. C., to present to President Woodrow Wilson the cordial invitation of the I. A. of R. C. for him to be our guest at Houston and address the Rotary convention of 1914.



THE FINE ARTS BUILDING WITH THE LAGOON.

Building the World's Greatest Exposition

By Walter Anthony

Formerly Dramatic Critic of the San Francisco Call

WHEN William Howard Taft, then president of the United States, on February 3, 1912, issued a proclamation inviting the nations of the world to participate in the Panama-Pacific International Exposition, there was little physical evidence in San Francisco of the magic city that is to occupy 625 acres along the shore of the most magnificent harbor in the world—San Francisco bay. The exposition, with its vast projects, was mainly on paper and in the first of its embryonic forms. It had been financed but the engineers and the architects, the landscape gardeners and the mural decorators, the sculptors and the painters were visualizing their various schemes; arguing, consulting, altering, enlarging and expanding the creations of their fancy, which now are springing up as by the wand of some cosmic magician.

The Panama-Pacific International Exposition is to be, they said at first, "a fifty million dollar proposition." Almost twice that sum will be represented in the cost of all the buildings, the exhibit palaces, the wonderful concessions along "amusement street," and in the maintenance of them. No one is so bold as to compute the wealth that will be represented if to the cost of the erection and

the maintenance of the exposition be added the value of the priceless wares that will be placed in this, the greatest of this world's emporiums.

In the construction of but a single concession, that of Frederic Thompson's "Toyland," a million dollars is involved, and a single state, such as New York, is expending for its official building the sum of \$700,000, while the foreign nations—thirty-one of which have already accepted the presidential bidding to the exposition—will expend on their sites in the aggregate an incalculable sum, and this in addition to "the fifty million dollar proposition" which the exposition was at first conceived to be. No imagination is competent to grasp in its entirety such an aggregate of wealth.

This is the domain that is taking form in that most picturesque quarter of picturesque San Francisco's area. The main exhibit palaces, the approximate cost of which will be in the neighborhood of \$5,000,000, are well under way, each of the palaces being the scene of great activity, while the force of men at work on the grounds numbers in excess of three thousand, and will be increased to nearly twice that many when the climax of building operations is reached.

It is now certain that these palaces will be entirely finished and ready for their wealth of exhibit material within six months from the date of this publication. All of which inspires San Francisco with confidence in the words of the exposition's president, Charles C. Moore, who promised, nearly a year ago, that this would go down in exposition history as "the exposition that was ready."

When the international celebration of the completion of the Panama Canal is begun and the doors of the great exposition are thrown open, February 20, 1915, the last workman will have left with his tools, the last plasterer will have seen his work dry, and the ultimate nail will have been driven. The exposition which has expanded immeasurably from a "fifty million dollar proposition" will be ready for the scrutiny of the public, and her tall towers, her still lakes, her lagoons mirroring majestic architecture and the creations of the world's greatest sculptors, will begin an existence of nine and a half months that will make a permanent impression on the minds of the multitude that comes and through it a lasting impress on the civilization of the world.

The visitor on the grounds at this time is impressed at once by the bewildering array of buildings which, in their uncompleted state, lift their uncovered walls of scantling, like some monstrous forest of leafless trees. Here but a year ago was nothing but a waste of land, swept by the refreshing breezes that come through the Golden Gate—here were sandy dunes, low marshes, pools of tide water in half-submerged declivities and the shacks and huts that indignance seems to seek and build close to every metropolitan city's water front.

Perhaps, indeed, no man is competent to realize the metamorphosis that has taken place in this sightly section called locally "Harbor View" except he who in 1906 sought refuge either in one of the deserted shacks or under the neighboring and sheltering trees of the Presidio reservation—the man whose house and business and all his property had gone up in the flames of April 18th. He perhaps alone can tell of contrasts which will be immeasurably heightened when the gates of the exposition open to the rejoicing world, and the exposition area, with its millions of dollars of buildings, its sculpture from the hands of the world's masters, its mural decorations, its turrets and towers, its domed palaces, its multitudinous concessions and its

hosts of visitors are revealed. To such a man, who, perhaps stood in the bread line at Harbor View and waited during those April mornings for his turn to come, and who skurried with his loaf under his arm to share with his wife and his little ones the munificence of world-wide charity—he will see the miracle of San Francisco's progress in its true, because in its most magnificent, most amazing expression.

To the visitor, whether he approaches from the central portals, or from the sea, or whether he reaches the exposition grounds by ferry from one of the trans-bay cities, the first salient feature of the exposition to greet his eye will be the Tower of Jewels, which, raising its dome 426 feet above the central court, will dominate the main group of exhibit palaces, eight in number, whose combined construction cost of \$5,000,000, does not include the cost of the adorning courts which center and surround them.

This central group of palaces is indicative of the revolutionary methods employed by the exposition directorate and their distinguished artists throughout the entire grounds. No one palace is to be considered as a unit. Each of the eight, together with their courts, will promote a general architectural scheme of which it will be a beautiful member. The walls of the buildings become the walls of the courts, and the court conforms to a certain decorative or architectural scheme, the working out of which is planned and executed, as a rule, by a single architect, who bends the associated arts of sculpture and mural painting to his uses in establishing the type of beauty which he proposes shall characterize the court.

The Court of the Sun and Stars—which is the central court, is formed by the walls of the Palaces of Manufacture, Agriculture, Liberal Arts and Transportation. This court, approximately 500 feet wide and 900 feet long, is not unlike the great plaza approach to St. Peter's at Rome. Its southern termination will be marked by the Tower of Jewels, which at night will blaze alluringly and, with its dome bathed in the light shot in shafts from a battery of searchlights, will be a glittering wonder. At the northern end of the court will stand the slender and graceful Tower of Progress, outlining its symmetry against the hills of Marin county, which rise on the northern side of the channel which passes here from San Francisco bay out to the broad Pacific.

The four exhibit palaces whose facades are

the walls of this central court furnish by pairs the walls of the courts to the east and west of them, which courts are further formed by the other four exhibit palaces. These courts are to be called the Court of the Four Seasons, which is to the west of the central court, and the Court of Abundance, which is to the east. The exhibit palaces that, together with those already mentioned, supply the walls of these two courts are to the east the Palace of Varied Industries and the Palace of Mines and Metallurgy; while those to the west are the Palace of Food Products and the Palace of Education.

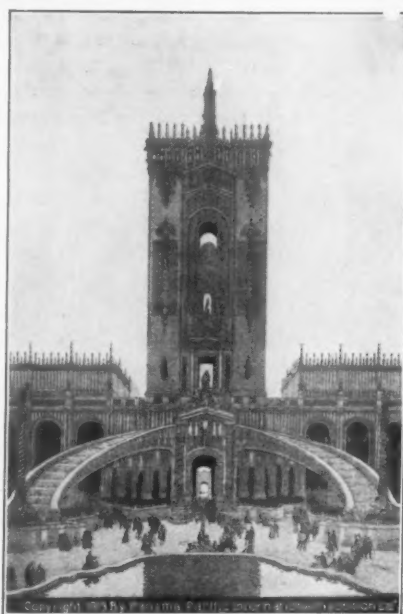
An advantage, other than architectural, that is conserved by such an arrangement is the avoidance of distance to traverse which visitors at other expositions found wearing. Also the detached and individual architecture which characterized their predecessors at other expositions is avoided and the beauty of a uniform scheme and unity of design takes the place of unrelated units of architecture and uncongenial types placed in juxtaposition.

The Palace of Fine Arts is removed somewhat from this main section in order that the building may be given a setting of beauty and dignity commensurate with the inestimable value of the paintings with which it will be adorned. The Palace of Fine Arts is being constructed of materials which could endure for centuries. Whether the structure will be demolished or moved at the conclusion of the exposition (December 4, 1915) is a consideration for the future to determine. In the meantime the building is being erected as though to stand for generations, proof against fire and the action of the elements and a safe repository for the art works of the world. Immediately in front of the building there will be an artificial lake in the still waters of which the stately structure will be mirrored. The architecture of the Palace of Fine Arts is early Roman type, modified by traces of the finer Greek influence, and with a harmonious strain of Pompeian and Italian forms manifesting itself mainly in the garden details.

The Palace of Horticulture will be, perhaps, the largest glass-roofed structure in the world, and, in relation to the arrangement of its domes and minarets, similar to the famous mosque of Sultan Ahmed I.

Besides these main structures there will be a magnificent Festival Hall, the proportions of which will soon be discerned.

California is going to have a building by



Cascade in the Court of Abundance at the Panama-Pacific International Exposition. Mr. Louis C. Mullgardt, architect of the Fisheries Building at the World's Columbian Exposition, Chicago, 1893, is the architect of this court.

means of which she hopes to impress the public with the sense of honor she feels in being the state hostess to the people of the world.

The Palace of Machinery is already complete. It stands the largest wooden structure in the world, and there is no record that architecture ever produced a larger. Its immensity impresses the beholder who today steps within its mighty portals and gazes down its wide and extended aisles. Here are stored for the present the splendid pieces of statuary that are to adorn the grounds, courts and the various palaces of the exposition.

Perhaps a glimpse of the now somewhat incongruous contents of the Palace of Machinery, with its present collection of finished and unfinished statuary, may present a tangible notion of what is being done throughout all of the exposition's activities.

All of this statuary is from models conceived and created by leading sculptors. A mammoth elephant looms in the distance, suggesting in the heterogeneous agglomeration of gigantic piles of statuary and heroic figures, the calm and peace of the age-old Orient. This figure will represent India in the group "The Nations of the East," to the assemblage of which Frederick G. R. Roth is responsible for the elephant and camels, Leo

Lentelli, for the Mongolian horse and horseman, and A. Stirling Calder for the pedestrian figures. The size of the group as it will be assembled (although now one of the elephant's hind legs is coming into articulated shape behind a freight car in the building 100 yards away) may be suggested by the fact that the elephant with the impassive howdah on his back stands 42 feet high.

In the construction of the Machinery Palace, 8,000,000 feet of lumber were employed, 1,500 tons of bolts and washers were used, four carloads of nails were sunk in the pine timbers, scantlings and boards, while the cornices, if set end to end, would extend the distance of a mile and a half.

But it is not as a pile of magnificent architecture, a realized scheme of an Arnheim flight of imagination in landscape gardening, an assembling even of the sculptural masterpieces of contemporaneous genius, nor yet as an exhibition of the art of the mural decorator, that the Panama-Pacific International Exposition will perform its greatest service to mankind. Neither is it as a recreation grounds where the skill of the producer of gigantic or ingenious entertainment projects, meets the uttermost demands of the public for fabulous entertainment and thrills. Neither is it as a monster market where the wares of the world are displayed, new chan-

nels of trade established and new markets opened—it is in none of these important aspects that the Exposition will be of highest profit to mankind, and the year 1915 epochal.

Here in San Francisco will be assembled the thinkers and the doers of the world. Here thought will be exchanged for thought, ideas for ideas, and ideals will be raised as enlightenment is spread through the mingling of the intellectual forces of the nations of the world. Just as the Canal in its confluent stream mingles the waters of the old and the new world; just as the narrow channel cleaves the continents asunder physically in order to bring them closer together, in fact, so will the enterprise which celebrates this accomplishment assemble the elements of the old and the new world—east will meet the west, north and south will join, the Orient, introspective and impassive, will teach the Occident its lessons of self-control and carry forth something of the restless energy that will find in the general movement towards San Francisco the greatest realization of the advice of Horace Greely's "Go west!"

It is yet too early to forecast, even approximately, the total of the individual movement to the western metropolis of the United States in 1915. It is a significant fact, however, and a slight indication of the truth that already 186 state, national, international



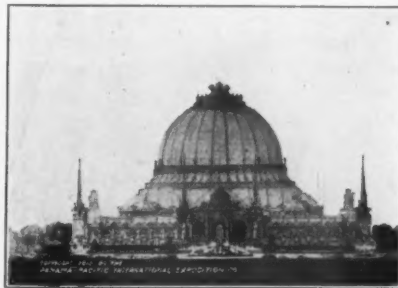
A half dome, in the center of the picture, in the great West Court or Court of the Four Seasons at the Panama-Pacific International Exposition. Henry Bacon of Boston, designer of the Lincoln Memorial, is the architect of this court.

and world's congresses and conventions have settled upon San Francisco as the place of their 1915 meetings. These organizations have individually a delegate strength of from a few hundred members up to fifty thousand. The total list is by no means complete because many organizations which adopted the cry "San Francisco in 1915" during their 1912 and 1913 conventions are prevented by their constitutional provisions from determining the place of the next year's meeting earlier than a year in advance. That is to say they must wait until 1914 before San Francisco can be officially selected for 1915. Scores of organizations have passed complimentary votes already and will without a shadow of doubt decide in 1914 for the Golden Gate region for 1915; but exclusive of all of these, and including only such as have definitely and officially named San Francisco as their congressional homes in 1915, there are one hundred and eighty-six. The scope and varied interests which they represent may be indicated in the following brief list selected at random:

International Congress of Education, International Efficiency Congress, International Congress of Marketing and Farm Credits, International Electrotechnical Commission, International Electrical Congress, International Council of Nurses, International Engineering Congress, International Gas Congress, International Congress of Authors and Journalists, Women's World Congress of Missions, National Congress of Mothers, National Drainage Congress, Congress on Marriage and Divorce, American Red Cross, American Historical Association, Association of Collegiate Alumnae, Association of American Universities, American Society of Mechanical Engineers, American Gas Institute, Astronomical and Astrophysical Society of America, International Association of Labor Commissioners, American Electrochemical Society, National Association of Railway Commissioners, American Society of Animal Nutrition, American

Institute of Electrical Engineers, National Liberal Immigration League, American Breeders' Association, American Academy of Political and Social Science, American Home Economic Association, Insurance Commissioners National Association, American Academy of Medicine, Associated Harvard Clubs of America, American School Peace League, National Education Association, International Federation of Commercial Travelers, Association of American Agricultural Colleges and Experiment Stations, International Congress of Viticulturalists, California Fruit Growers Association, International Milk Dealers' Association, International Genetic Congress, World's Purity Federation, and National Association of Leather Belting Manufacturers.

Here by the Golden Gate, with the Orient our neighbors on the opposite shores of the Pacific, and Australasia in the far south seas looking hitherwards to her nearest white neighbors—here where immigrant streams will soon place, upon Pacific Coast soil, home seekers to develop the untouched richness of tens of thousands of acres; here where a western empire is on the point of being builded by the conjoined efforts of a cosmopolitanism that has ever been America's pride—here, then, will come the merchants of the world to display their wares, and the people whose very presence indicates liberty of action and a sufficiency of means—modest though they be—which place them in the class most sought after by manufacturers and dealers. But here too will come the thinkers and the strivers in humanity's behalf; and with a display of their achievements to date, together with their processes and methods, will give and take in the realm of the abstract that which in concrete expression will render the world forever richer because of this monster meeting of the world's beneficent forces on the eastern shore of the Pacific.



The huge Palace of Horticulture at the Panama-Pacific International Exposition.

"The Motor Car That Found Itself"

With Gratitude to Rudyard Kipling for Suggesting It

By E. T. Meredith

Member of the Rotary Club of Des Moines, Iowa

The parable which Mr. Meredith has written about the automobile that found itself is as truly a lesson to all those who have to do with efficiency in any business organization as it is to the man who makes or drives a motor car.

"YES, I guess I will take her, but only on your guarantee that she works all right and no flaws in any of her parts. Bring her out to the farm in the morning. Here's your check. She looks like a sound one."

So spoke Mr. Farmer to the automobile dealer, and the subject of the conversation was a beautiful new automobile.

Bright and early the dealer delivered the car, neat and trim, with the electric lights, bright and shining, with her glistening coat of varnish, and a name plate which she held up as though she were proud of it.

"Come, see the new car, mother," called the farmer to his wife. Out she came with her son and daughters.

"Look, mother, at these shining lamps, all electric lighted, too. See me start her from the seat. Pretty neat, don't you think? See the cushions and notice the polish. She has been varnished and rubbed and then varnished and rubbed again, I forget how many times.

"But then anyone can make a bright shiny car nowadays. I remember the other agent told me that nowadays 'efficiency,' whatever that is, was demanded.

"I told the man who sold me this car what the other agent had said, and he said there wasn't a more 'efficient' car on the market than this car right here. He said 'efficiency' was its middle name.

"I don't know just how to locate 'efficiency' in a car, but I do know how to find out whether she will 'stand up,' and that's what I am going to do to this car right now.

"Get in the back seat, mother, and take the girls with you. Here, son, get up here in front with me, and I'll take the wheel, and we will give her a 'hettin' up,' and see how she 'takes to the road.'"

The car rolled out of the yard all bright and shining, throwing back the reflection from the sun upon her polished parts until she looked all afire, and not a mark on her.

"Isn't she a beauty?" whispered mother, as

she hung on to the sides, but father only held tight to the wheel and said she looked pretty good, but he hadn't seen what she would "dévelope" yet, and she really had to be given a work out and limbered up before you could tell much about her.

"Listen to the purr of the engine," said one of the girls, "sounds like a hundred horse power to me."

"Yes," returned the farmer, "but engines ain't all there is to an automobile. I know they talk about four-cylinder and six-cylinder, and make and break, and double ignition, and all that, but a car must be car all the way through, and every part must do its work or you haven't got any car. I don't know whether this car has it in her or not, and we'll have to let her 'find herself.'"

Now it happened that these people were not of the poor, underfed, hungry looking variety; but well-groomed, well-fed, prosperous, corn belt farmers. The combined weight of this family was rather over a thousand pounds, than under.

As soon as the car hit the road, the parts began to talk. Sure they can talk, each one in a different voice. The next time you are in an automobile you just listen and you will hear the springs complaining above the purr of the engine. You will hear the growl of the gears. Even the body speaks up with a squeak. Sheet steel, wood, nickel, etc., each has a different voice, but you will soon learn to recognize each one.

"Suppose we go over to your brother's, mother. It's only 35 miles. You know you haven't been over since last summer; but that salesman told me Betsy here would get us over there in a hurry. He said he expected to hear we had our Sunday dinners over there regularly, after we got this car."

"Well, here we go!"

Mr. Farmer, being new, threw the car into high and opened his throttle wide open, starting from almost a standing start, without going through his gears.

"Here, cut that out. Don't you know that

is hard on me?" yelled the gears. "I won't stand for any such treatment." "Neither will I," said the shaft. But Mr. Farmer heard none of this. He was busy. About all he was trying to do was to stay in the road, and no such fancy driving as trying to dodge stones or ruts. Bang! he went into and over a stone as big as your head.

"No more of that," yelled the steering knuckles. "I never got such a jolt in my life, and I won't stand for another."

Just then the front right wheel dropped into a rut with a dull thud. "Worse and more of it," yelled the steering gear. "What does that farmer mean, to give me such an awful wrench?"

"Huh!" said the wheel, "You don't know what a bump is. Look at me down here under you and the engine. I have to hold up the side frames and the body, and, of course, the weight of that whole family is on my hub, and then he drives into a hole like that and I almost 'dish' myself. That is what I will do if he does it again. My spokes are wedged in here so tight it hurts, and just room enough to squeak a little would seem awfully good."

"I'll loosen up a little," said the bolts holding the plate outside the spokes. "Another trick like that and I will snap off a head and loosen up so you can squeak all right. We will teach this farmer how a self-respecting wheel must be treated."

Still the farmer was entirely unconscious of the commotion he had stirred up.

"Hold on tight for a run for this next hill, mother," he said to his wife. Down the hill, over the culvert, and up the other side he went with a rush. "Here," said the engine. "Give me a chance. Don't you know I am not 'limbered' up? Cut out this rough stuff, or I 'die' on you right here on this hill." Chug, chug, up the hill she went, however. No help from the farmer by throwing into low.

"Say," said the differential to the engine, "If you don't stop that jumping and jerking I am going to grind my gears. I will chew all my cogs off. You can just as well pull with a steady pull as this awful jump and jerk."

"It's not my fault," said the engine. "The carburetor doesn't give me gas." "Shut up!" spluttered the carburetor. "What could you do with your nozzle full of water and in air so dry and hot? Why can't we have air all the time like my brother told me he had around the lake in the evenings? That's

when a carburetor likes to work and when you can get some comfort doing it. Take what I give you, Mr. Engine. You are not the only one who is laboring under difficulties. I need 'adjusting' so badly I don't believe I'll ever get well."

"What is all that talk going to do for me?" returned the differential. "I said I wanted that jerky, jumpy miss cut out, or I will fly to pieces."

"You don't know what trouble is," "knocked" back the first connecting rod. "I should say not," spoke up all the rest in unison. "Look at us, kicked and then pushed, with the piston head trying to push us clear off the crank shaft one instant, and the crank shaft trying to push us through the piston head the next. I tell you we have the worst job of the bunch." "Here you, Mr. Farmer, up there, cut down that spark. Can't you hear us yell? Enough is enough and if you don't stop it we are going to kick a piece out the crank shaft." "No you don't," says the crank shaft. "You go where I tell you, or there sure will be trouble."

"Now, that all sounds very well to anybody who doesn't know," says the piston head, "but look at me, cooped up in here where I can't get a breath of air, and getting gasoline exploded in my face faster than you can think, and shot backwards and forwards until my sides are so hot I feel like sticking. Oil, a little oil down here and be quick about it, or I don't go another minute. And look at that fan. Here I am all heated up and it sends a draft back here like a hurricane. Keep all that air you are blowing back here to yourself, will you? The first thing you know I will have a cold."

The springs in the rear seat spoke up, "I simply can not stand this any longer. There is a weight on top of me that feels like a ton of bricks. I am bended almost double and will never be able to straighten up."

The carburetor spat and spluttered because a drop of water came sneaking in while the radiator insisted if it couldn't get water quick, it was going to dry up.

Just then the farmer hit a "high bridge," at a rate of 30 miles an hour. A shock ran through the whole car. "Here's where I go," said the front tires. "I simply won't stand for any more such bumps. There is reason in all things."

"Say you engine, come back here," growled the side frames. "One minute you are up in the air and I can't feel you at all, and the next you come down with a bump that al-

most doubles me up. Now stay where you are. I like the job of carrying you when you stay there and give me a steady lift, but don't go up in the air so, and then come down with such a thump."

"That's what I say," squeaked the rear springs. "Do you hear what the side frames said to the engine, Mr. Body? I feel the same way about it exactly and another thing you might cut out that awful side swing you get on yourself. That is awfully 'twisting.'"

Over the bridge, a short stretch of smooth road was struck, and the noise died down. The tires forgot their troubles and peace reigned once more, when Mr. Farmer drove around a corner without slowing up, going around on two wheels.

"Stop it!" cried the hubs. "Let me out," yelled the spokes. "Quit your pushing," said the hub cap. "Oh, if I could just get off of here, how I would like to roll off down the road and into the fence," said the whole wheel. "Let Mr. Farmer roll where he pleases, and the farther, the better."

Around the corner a sand stretch was reached, and into it went the car, with every indication of "eating it up." After the first 100 feet, however, she commenced to show distress. The voices commenced to murmur, and then after a quarter of a mile they spoke right out. "I won't be jerked around this way, first one side of the road and then the other," said the steering gear. "Why don't you front wheels stay in the track? If you don't, you will find yourselves over in the ditch pretty soon, because I refuse to be jerked and twisted and bumped as I have been for the past half hour."

"Air, air, where's the fan?" yelled the engine. "Give me air, lots of it, and give it to me quick, or I am going to heat. What does this farmer expect of me anyway, water in the gasoline, his whole family in the seats, lunch baskets, hammocks, etc., the tires half down for fear they will 'expand' and 'blow up,' and then expect me to pull the whole load through this sand. I suppose, though, it has got to be done, if I have to do it myself, so here goes."

The engine buckled down and worked faithfully. Never a miss and in a few minutes more they were out of the sand.

On the level road the side frames, rear springs, and wheels all quieted down, and did the work nobly.

"Say," said the rivets and small bolts throughout the car, "all you big fellows talking so much had just about convinced us we

should all let loose and let things go to, but now that you have stopped your growling we have decided to hold on and do our part, and let the bumps come."

"High culverts have no terrors for us, we can do this stunt with no trouble at all, let's show this farmer what a real car is, and what we can do when we all work together, or when we 'find ourselves' as he calls it."

"That's the talk," said the reverse gear who was always dissatisfied unless he was allowed to pull backwards.

"This spirit seems to be catching," the clutch said, "all right, go to it. I'll hang on, never fear, and will bring the car through in fine shape." "Remember I am here," said the shaft, "and here I'll stay. Put on all the twist you like, I'll only be sorry it isn't more." "That sounds good to me," said the differential gears. "I'll pass along to the wheels all the power you give me, and with no growl or grind, now that we have all agreed to 'buckle down' we don't want any power lost. Let her come."

Said the wheels, "I can carry any load you want to put on me." Said the tires, "I never will let go, and I almost feel as though I could eat tacks and nails, without a puncture, and stones and bruises and high culverts are no trouble at all. I eat 'em." Even the spring that complained about Mrs. Farmer sitting on him got a new hold on himself and straightened up.

Up one hill after another, over the culverts, through the sand, around the curves, they flew, mother holding on for dear life, and the girls all excitement with the exhilarating ride. Never a complaint, never a stop. Every part doing its work nobly. The purr of the engine, the sweet hum of the gears, and the swish of the air all joining in what was the sweetest music to Mr. Farmer.

"Well, here we are. All out. I guess we did that 35 miles in record time, and never a stop. Say, brother, I want to say something to you. This is some car. I don't know all about efficiency, but if there is a part in this car that is not willing to do its work right up to the scratch, I wish you would show it to me. You, brother, will certainly have to have a car just like it."

MORAL: It is absolutely necessary in every organization that every member perform his portion of the work to the very best of his ability. With such united effort there is no result that cannot be hoped for. Fortunately indeed is the institution that has this "pull together" spirit. There is no question as to its future.



LOS ANGELES ROTARIANS WAITING TO PLAY "THE MOB" IN MOVIE THRILLER.

A Trip to a "Reel" Ranch

By H. C. Warden

Secretary Rotary Club of Los Angeles

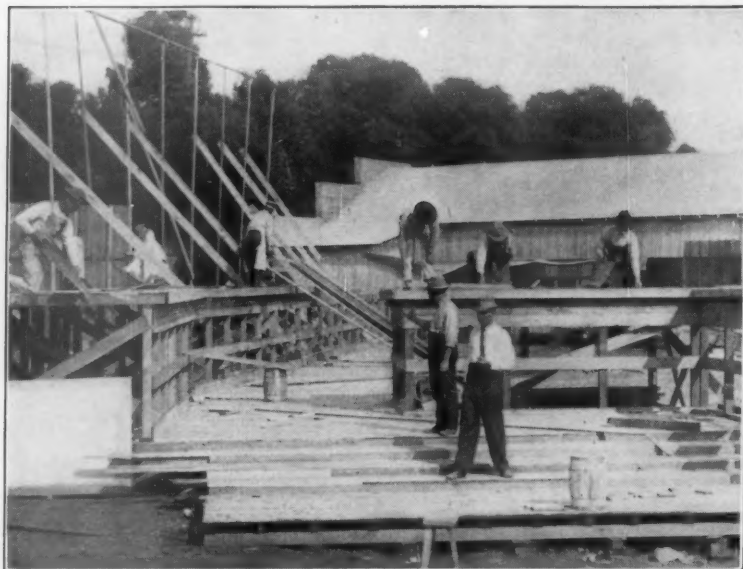
(This article is a brief but interesting description of one of those opportunities that come to men and their families through the existence of such unique organizations as the Rotary Club.)

WHEN the Rotary Club of Los Angeles accepted, for the members and their ladies, the invitation of Rotarian I. Bernstein, representing the Universal Film Manufacturing Co., it was greeted so enthusiastically that the directors decided to schedule this excursion in place of the usual weekly luncheon.

In order to accommodate all members and their families and to keep within the limit of service for luncheon at Universal City, the excursion was closely restricted to the members of the club and their families. A call was sent out to the membership for automobiles and a reservation card enclosed in order to "count noses"; the members having machines of their own had assigned to them, in any extra space listed, some other member

not so fortunate in having a car at his disposal. In the secretary's office the system followed gave each and every member absolutely impartial attention. When a reservation card came in listing extra seating capacity in a car, the first card in the list requiring space was assigned to that car.

The entire membership of the club fell into step in the most harmonious way and we found this an excellent plan for getting members acquainted who did not know each other well up to this time. Letters were sent out to each car owner stating who had been assigned to his car and letters to other members giving the names of the ones with whom they were to ride. Rotary club sight-seeing cars were provided to care for late reservations and an emergency service car



SETTING THE STAGE FOR A FILM DRAMA.

with two mechanics was detailed for the run by one of our members. Strict road rules were made to avoid accident. It is a fine compliment to our membership to state that these rules were absolutely adhered to and a further compliment to know that with an attendance of nearly four hundred so many cars were gladly furnished that we could not fill even one small "rubber neck" wagon.

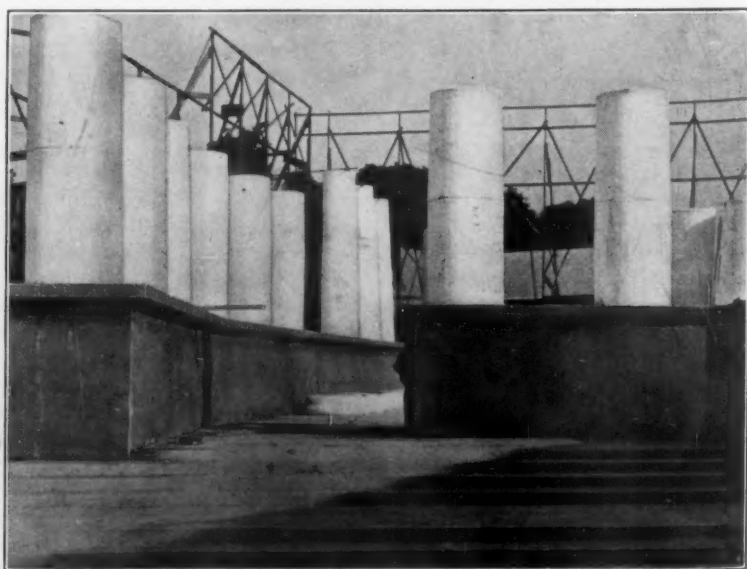
Saturday dawned a beautiful day, crystal clear and with a typical Southern California temperature. Noon saw the start of the crowd from the club headquarters for the Universal Company's studio. Only one of the members who had promised to be on hand with his car failed to show up at the appointed time. A free-for-all run of about half an hour took us to the studios where the crowd was shown through the place.

If you have never seen "the movies" in the making you have missed a big treat and

your education has been neglected. The Universal is the largest of a dozen or more film factories in and about Los Angeles and the output equals or exceeds that of any other company in southern California. At this time there were forty-five playing companies, fourteen of them at this one studio. New York City, with the next largest number of playing companies, has a total of eight.

The Universal is a consolidation of a number of companies, playing under different trade names, such as Imp, Eclair, Rex, Nestor, Powers, Victor, Red Seal, 101 Bison, etc. In other words, every film under any of these brands is a product of the Universal Studio. As "Every Kodak is an Eastman, though every Eastman is not a Kodak," so every Imp or Bison or Nestor is a Universal, tho' every Universal is not necessarily one of those particular brands.

The studios are wonderful in their com-



MASSIVE PILLARS USED IN TEMPLE SCENE OF "SAMSON AND DELILAH."



CARS OF LOS ANGELES ROTARIANS PARKED ON BOULEVARD NEAR UNIVERSAL CITY.

pletteness. A saw mill, a lumber yard and a complete papier-mache plant are part of the company's equipment here. Many of the settings are built on the ground and most of the "buildings" where the films are taken are open to the sky, except for canvas to diffuse the light. The climatic and light conditions of southern California are ideal for photographic work. While in the east every studio uses artificial light, here nothing but day light is used and pictures are made all the year round.

This one film manufacturing company produces every week 24,000 feet of film, 20,000 feet of which comes from Los Angeles and vicinity and, with the exception of the interior settings, every scene advertises in some way southern California and its diversified attractions. Within an hour's ride of Los Angeles it is possible to actually photograph mountains, desert and ocean with the intermediate foot hills, plains, cities and farms. Is it to be wondered at that Los Angeles is the logical point for "movie" work?

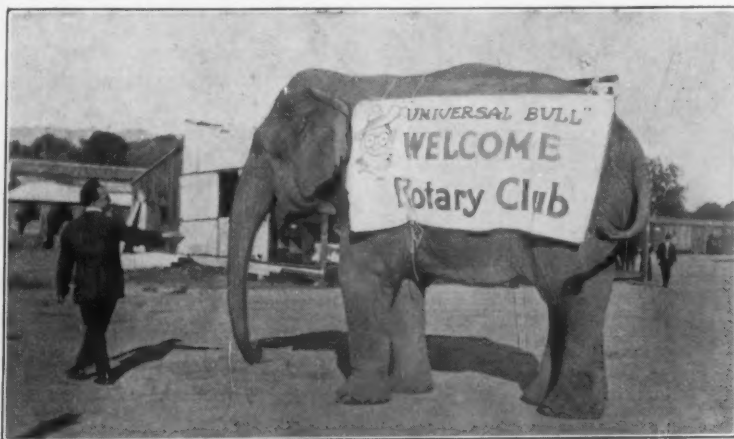
The Universal Studio, however, has the largest moving

picture stage in the world, 60 by 400 feet, ample for even the most magnificent and costly indoor productions put on here, whether historical or "hysterical." To convey an idea of the magnitude of the cost involved in the moving picture work, it is only necessary to give some details of the payroll of this one plant. There are five hundred regular people on the list, involving a cash payroll of \$17,000.00 every week. This is without the extra employes, which average 3,000 every week.

The cost of the ordinary production is heavy but when some ambitious playwright sends in something especially elaborate the expense is enormous. The temple scene for Samson and Delilah was pointed out to our visitors; this one setting will cost \$2,000 to finish and the completed scene will use only about seventy feet of film.

Our wonderful company of Rotarians and

their ladies was marshaled into line after viewing the studio and with the president's car and the pilot car in the lead and the sight-seeing and emergency cars bringing up the rear, our



RECEPTION COMMITTEE TO WELCOME LOS ANGELES ROTARIANS.

even hundred machines made the run to "Universal City"—the 1,800 acre ranch where many of the outdoor scenes are made. Here, at the entrance of the place, we were greeted by the "Bull," the "headliner" among the animal actors at the ranch, where the menagerie contains this elephant as well as camels, lions, tigers, monkeys, snakes and other animals.

Universal City is so called because of its adaptability; today you may find there a setting for a southern plantation, tomorrow a street in Bombay, the next day a Rocky mountain ranch, and the next a South African village—all built out of the same material and every one natural to the life. On one day recently four different films were being made at the same time—a Civil war story, a circus play, a penal camp scene and a cattle ranch setting—all within a radius of an eighth of a mile and every one accurate in detail.

At Universal City most of the buildings are merely fronts. It is the many different outdoor backgrounds which count. Think of having a "back drop" of the Sierra Madres

themselves! On the ranch coyotes prowl in actuality and a mountain lion was recently seen drinking at one of the springs.

A fine lunch was served in a unique manner by employees of the company. It is a queer sensation to be waited upon by Mutt and Jeff, Sitting Bull, Alkali Ike, General Grant or Julius Caesar.

Immediately afterwards we were entertained with an exhibit of fine riding during which time the scene painters were preparing the setting for our picture. As a grand finale to the afternoon's entertainment we were posed as the "mob" to watch the hanging of the hero of the play; at the last minute when the trap was about to be sprung the heroine rushes in to the rescue with the real (or "reel") guilty man.

The members of the Rotary Club of Los Angeles are "some actors." Leaving out the other characters in the show, we are the stars in "At the Eleventh Hour." See it and you'll agree with me. With everybody happy, the hero released and the guilty man caught, we gave three mighty cheers for the host of the day and left for home.

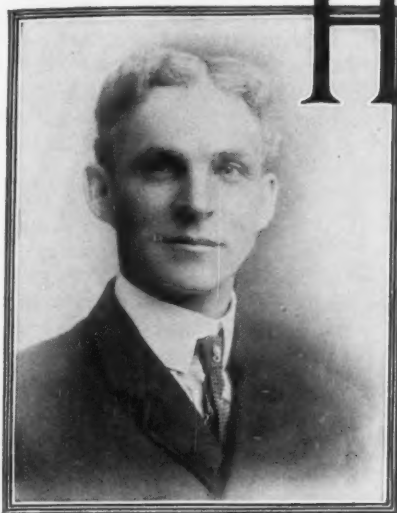
Trade and Professional Sections Are Organizing

This important phase of International Rotary work is receiving particular attention at headquarters. Efforts are being made to get in touch with each section chairman chosen at the time of the Buffalo meeting and President Greiner is appointing chairmen for those sections which did not meet and elect their own chairmen at Buffalo. We should be glad to hear from Rotarians who are planning to be at Houston and who will be willing to act as chairmen of their sections until the Houston convention.

One whole day at the Houston convention is set apart for the sectional meetings and judging from the interest already shown in the matter it is evident that there will be at the very least 100 of these trade or professional gatherings going on simultaneously at the places of business of the Houston member of the respective section.

Rotarians in various business and professional classifications have been pleasantly surprised at receiving letters from Houston Rotarians in their respective trade or professional lines, extending an individual and personal invitation to attend the convention next June. Responses from Rotarians in other cities will soon result in a peculiarly intimate and Rotarianesque correspondence between themselves and the individual convention hosts. The spirit of the personal invitation is warmly commended and members of Rotary clubs outside of Houston are urged to answer these individual invitations in some form to stimulate interest and attendance at the convention's trade and professional sectional meetings. The Houston Rotarian jeweler offers a loving cup to the trade or professional section with the best record of registration and participation in the sub-convention proceedings. This jeweler also offers a prize to the member of the Houston club conducting the best series of correspondence on the personal invitation campaign, this to be awarded after the convention.





Henry Ford

Manufacturer—Farmer—Philanthropist

His Profit-Sharing Plan and His Motive

By J. C. Burton

But what is the answer? What will be the ultimate or perhaps the immediate result? THE ROTARIAN invites contributions upon the subject.
C. R. P.

ON THE twelfth day of January, 1914, a new seed of social justice was sown in the city of Detroit. On this day, the second Monday of our New Year of promise, Henry Ford's much-discussed, much-praised, much-criticised profit-sharing plan was first put into operation.

You may have already read the story of this plan, of how the Ford Motor Co., largest and wealthiest of all automobile manufacturing corporations of the United States, intends to distribute \$10,000,000 among its 23,000 employes during the present year, raise the minimum daily wages from \$2.34 to \$5.00 and decrease the number of working hours each day from nine to eight. Perhaps you have already discussed this plan, speculated on its feasibility and called Henry Ford a philanthropist, clever advertiser or impractical idealist.

Which is he?

Before attempting to find an answer to such a question, it might be well to investigate the colossal plant which Henry Ford dominates and review the marvelous growth of the awe-inspiring company that bears his name. Covering sixty-five acres of land on the northern outskirts of wand-touched Detroit, the factories of the Ford Motor Co. are symbols of systemization, efficiency and quantity production. Here man and machine have been brought together in a perfect alliance to convert an astounding mass of brass, steel and glass; wood and rubber; hair and bristles into 200,000 automobiles annually, an average of 900 cars a day at a production speed of

one car every 25 minutes, and selling in the markets of the world for \$200,000,000.

The Ford automobile, which has been dubbed the "boulevard louse" and the "Chinese Mercedes," has thrown the dust of two hemispheres into the eyes of the people inhabiting every continent and island bounded by the seven seas. Scattered all over the world are four hundred thousand owners of this make of car today. The Ford company has no analogy either in the industry of which it is a part or the industries of America and Europe. It has no competitor—no other company has succeeded in turning out such an efficient automobile at such a low price. Charles M. Schwab once said: "Henry Ford gives more efficiency for a dollar than any man in the world."

Now the Ford five-passenger touring car, selling at such a low price in the United States, is the realization of Henry Ford's earliest and fondest ambition. To build and sell as many automobiles of one model at the lowest possible price to the greatest number of common men is his supreme aim. He is a man with a mission. He hopes to broaden the horizon of the average man and increase the sum total of human happiness by making a motor car that a person with the average income can afford to purchase and enjoy. He has worked untiringly, not to increase his fortune, but to reduce the cost of his product.

"Every time I see a Ford car going along the street it gratifies my personal pleasure," he once said. "I made it possible for that

party to ride in an automobile. I want to make it possible for everyone to ride in an automobile. It will mean that much more pleasure to me. It's just a matter of selfishness on my part."

The Ford company is a very youthful organization. It was founded only eleven years ago by a mechanic whose idea that gasoline would run a carriage without horses seemed so ridiculous that he was dubbed "Crazy" Ford. Operating a bicycle repair shop in order to live, this inspired inventor made his first automobile and, after driving it on the ice of Lake St. Clair at a rate of a mile a minute, started to organize a company to manufacture it. This was a more Herculean task than inventing the machine. Few people wanted to invest money in such a "wild" venture. But Henry Ford was persistent. He worked until his dream became a reality and he heard the hum of machinery in his own factory.

Trace the growth of this corporation from pygmy to giant, compare the Ford Motor Co. of 1903, capitalized at \$28,000 and doing an annual business of only a paltry \$200,000, with the Ford Motor Co. of 1914, with a capitalization of \$30,000,000 and a surplus on its books of over \$28,000,000, and you have a story of industrial growth and prosperity that seems almost magical. But Henry Ford is not an industrial necromancer. He is only a devout worshipper before the great joss, WORK. The Ford car, the Ford plant, the Ford output, the Ford earnings of today are Ford-inspired and Ford-built—the product of Henry Ford's inventive genius, business judgment and unbounded faith in himself and his fellow men.

But we have a question to answer.

Recently I heard a druggist in a small town near Chicago remark to a customer: "Talk about your great publicity stunts! That Ford story about giving his men \$10,000,000 is the greatest yet. Why every newspaper and magazine in the United States has fallen for it. He got more than \$10,000,000 worth of advertising out of it in one day."

To me, this seems a very erroneous deduction. In the first place, the Ford company does not need advertising in order to succeed. The demand for its cars is far greater than the supply. Its problem is not how to sell more cars but how to make more cars. In the second place, Henry Ford, because of his modesty, hates publicity of any sort and especially praise, the most of which he considers undeserved. He cares not for fame. He would rather listen to the songs of birds,

whom he studies and loves, than to the flattery of a laudatory world.

There are others who begrudge Henry Ford the proud title of humanitarian and claim that a motive, other than generosity and dictated by business sense instead of beatific sympathy, prompted the millionaire manufacturer to share the earnings of the company with its employees.

"Henry Ford is no fool," they declare. "He is anticipating a war with the Industrial Workers of the World and has fortified himself against an attack on the Ford factory which is an open shop. He knows that men receiving a minimum wage of \$5.00 a day can afford to be loyal and that in the end he will profit by the move because a costly strike will be averted."

If there is any truth in such a claim, is not Henry Ford fighting off an attack by the Industrial Workers of the World in a most humane way? He, with his millions, would not suffer nearly as much from a strike as his thousands of employees who depend upon him for their living.

After studying the life of Henry Ford and the history of his company, after talking with his closest friends, I am convinced that no ulterior motive caused this philanthropist to share his wealth with the men who made such wealth possible.

"The working class and the employing class have little in common" is the cry of the Industrial Workers of the World. When sounded in many factories throughout the United States, this cry may ring true, but in the plant of Henry Ford, where supervision seems almost absent and totally unrequired, the cry sounds as false as the note of a screech owl.

"I wish I could work a two-hour shift here so I could give everybody a job," this friend of the submerged tenth once remarked to one of his branch managers who was visiting the plant, and he was sincere when he said it.

Money has not spoiled Henry Ford or destroyed the simplicity of this simple man who in fifteen years has risen from a seat at a mechanic's bench to the president's chair of the largest motor car manufacturing corporation in the world. Because of this simplicity, a paradoxical trait in most men of wealth, there are few, if any, men who begrudge Henry Ford his fortune.

A laborer once himself, he has never lost sympathy with the laborer. Henry Ford has the respect and admiration of his employees and reposes a confidence in them that in turn has brought forth a most gratifying response.

The army of men on his payroll, native and alien alike, are friends of "the boss." Why shouldn't they be? He trusts them implicitly. Often in his walks through the shops, he stops to chat with them, to praise this and that man's work.

One of the best proofs that his recent announcement of profit sharing with his employees was a move of the heart and not a business play of deep intent was an incident of a year or so ago. It was reported to him that certain automobile parts were being stolen from the factory daily in quantities. He had a watch put on the department. A young employee was detected in the thefts. The watcher followed him to where he sold the goods, then to the office of a loan shark, saw him pay the money and a large part of his salary besides to the shark, and then reported to Mr. Ford.

Mr. Ford thought a brief moment, then called his car. Soon he was in the office of the loan shark. He paid the indebtedness of the young man, took a receipt, returned to the plant and had the erring employee sent to his office. The young man wonderingly entered the big room. Mr. Ford handed him his receipt and quietly told him that he knew all about what had been going on and that he had cleaned the slate for him in order that he might make a new start and follow the right path.

"Your job is safe," he concluded. "Just return to your work and try to live right. No one ever shall know anything about it."

The young man was crying when he left Mr. Ford's office, and Mr. Ford was very happy. It is one of his forms of pleasure to help a young man like that.

In the Ford plant, the interest of the employer in the employe is genuine. Wonder-

ful, indeed, is the care and thought that this wealthy corporation gives to the man who needs encouragement. Men are shifted from department to department, the gamut of shop and office is run in an attempt to find the right place for the disheartened employee who has failed to make good on the first, second, third or fourth trial.

Henry Ford realizes that the surplus fund of \$28,124,173.68 in the company's treasury represents the surplus drops of sweat and the surplus volts of energy that his men have spent. He acknowledges his enormous debt to his thousands of faithful workers who have labored, not under him, but shoulder to shoulder with him that his greatest ambition might be achieved. To strike a balance, he has decided to put into operation a profit-sharing scheme of a magnitude never before attempted.

"There's nothing left in life when all is said and done, but good-fellowship and good will," he said when asked to give his reasons for deciding

to distribute \$10,000,000 among his employees. "Nothing else counts. I like to see folks who work hard get their share. I would rather give our boys a part of the profits than

anything else. I don't expect to have very much money when I get all through. I haven't as much money as some people think. And I will have less. You know it has become a custom in this country to leave most of your money to your relatives and they may not have done anything to deserve it. I would rather leave it to the boys out in the factory."

Henry Ford's heart is as big as his fortune, perhaps bigger. He is a lover of birds, pal of boys and the friend of man. Call him eccentric, if you will, but give the man his due. He is a humanitarian, a philanthropist and above all, a man.



HENRY FORD IN HIS FIRST AUTOMOBILE.

THE ROTARIAN makes no comment on this article. It is Mr. Burton's work and done in all sincerity. We need not take issue with Mr. Burton's picture of Henry Ford but perhaps some believe that Ford has "started something" that concerns others than himself and his employes. Let us hear from all who have an opinion to express. THE ROTARIAN would like to have a symposium on this matter.—C. R. P.

The Superintendent of Schools and the Rotary Club

By P. W. Horn

Superintendent of Schools, Houston, Texas

This article is reprinted from the "Journal of Education" as an interesting example of how Rotarianism may be explained by Rotarians to others in their line of work. Incidentally such articles as this ought to assist some of the Rotary clubs in securing some very desirable members.—C. R. P.

THE Rotary Club, be it known to any one who does not already know it, is an organization consisting of one representative member from each profession or line of business in a given community. Each club comprises one lawyer, one doctor, one editor, one preacher, one teacher, one banker, one insurance man, and so on all through the list. When it comes to business life, the list is capable of almost indefinite subdivision. For instance, there is one grocer, one dry goods man, one lumberman, one druggist, one hardware dealer, and so on as far as you please to go.

The Rotary club is now an international organization, with branches in many of the leading cities of America and Europe.

One central feature in the organization is that the members in a given city take lunch together once a week. Perhaps it is on Friday or on some other day, such as will best suit the general convenience.

The writer of these lines feels that it has been both a privilege and an opportunity for him to be a member of the Rotary club in the city in which he is superintendent of schools. The weekly Friday luncheon gives him certain opportunities which are not available at any other time during the week. These opportunities are of a two-fold nature.

In the first place, it gives him the opportunity to keep the schools before representative men of all honorable lines of life in his city. His very presence at the luncheon reminds men of different types that their city schools are in existence, and are a portion of the life of the city.

At each meeting of the club, a short time is given for what is called a "technical talk" by some one of the members of the club. In our club, for instance, the banker, one Friday, made a talk about "What Every Man Ought to Know About Banking." Another time, the man who sells adding machines, talked about the history of adding machines,

and about their application to modern business. One of the most interesting of the talks was by a baker, who told about the history of bread making, and about some modern scientific aspects of bread making.

The superintendent of schools, when his turn came, spoke about the work of the city schools, and their needs. It gave him an opportunity to put the subject before a representative class of business men.

The second phase of advantage, which the writer finds in these meetings, is that it gives him the opportunity to learn the other fellow's viewpoint. One of the common weaknesses of a school man is that he gradually grows to look at every question strictly from the school standpoint. No doubt he is correct in thinking that this is at least one of the most important of all the viewpoints from which a subject can be considered; but he is altogether incorrect if he thinks it is the only viewpoint which can or will be taken. The banker looks at things largely from the bank standpoint; the dry goods merchant looks at things largely from another. All these men are part of the community of which the school superintendent is a part, and with which he must work. It is distinctly worth while for him to know their viewpoints; and possibly after examining these he may modify his own to some extent.

Every school man knows that one of his dangers is that of isolation. Our schools have been accused of being out of touch with the world in which teachers and children alike live. Anything which can tend to bring them more closely in touch with the world of today is a factor for good. In the experience of the writer, the Rotary club in his city has been, to no inconsiderable extent, a factor of this kind.

In any city where there is a Rotary club, it seems to me that the superintendent of schools should be a member. To begin with, the city schools are the most important busi-

ness interest in the city, and no list of important business interests in a city is complete unless the schools are represented. In the next place the schools need the vitalization which comes from contact with other phases of life.

If there is a Rotary club in your city and if you, as superintendent of schools, impress

the live men of the community as being live enough to be listed as one of them perhaps you may be invited to join. If so, it would doubtless be well for you to accept the invitation. If there is not such an organization in your city, you might be doing a public service to the city, as well as to the schools, if you were to suggest that one be organized.

"Here Is a Wonderful Audience"

By Chas. W. Dawson

Member Muskogee (Oklahoma) Rotary Club

IN THE Atlantic Monthly a year or so ago, an article by E. S. Martin contained this paragraph:

"It is important to know people, but it is more important to be worth knowing. College offers you at least two valuable details of opportunity—a large variety of people to know and a large variety of means to make yourself better worth knowing. I hope, my son, that you will avail yourself of both these details."

He spoke of college opportunities. I want to call your attention to the same sort of opportunities offered by Rotary.

It is important to each of us "to know people" and "to be worth knowing." When the name of a candidate for membership is brought up for consideration our chief question should be "What *message* will he bring to us? Can he help us to see his work from the view-point of his profession or business?"

And those of us who already are members should ask ourselves continually: "What can I offer Rotary which will help its members to see my problems, my failures and my successes, as I see them?"

Each of us knows of matters pertaining to his work which are generally misunderstood by the public. Each of us has often said: "If people could only understand, they would look at this and that with different eyes." Make a beginning toward that understanding by enlightening your fellow Rotarians.

Wake up to your opportunities! With its diverse vocations here is a wonderful audience for the *general* dissemination of ideas. Give them yours! You may not be used to public speaking; your knees may quiver and your head whirl when you rise to speak. What of it! You have a *message* for us. You can *serve* us by delivering that message. We will *understand* you better, and *like* you better, and be more ready to *help* you, if we know to what end you strive.

Remember the late John B. Gough, who delivered his message of temperance to countless thousands. In every lecture he gave he suffered from genuine stage-fright for the first few minutes of his speech. As he went on, he would lose himself in his subject and forget his fright.

When the president of your Rotary club picks you to give us a talk, do not fail him or us. Choose the phase of your work nearest to your heart. Give us the best there is in you, and remember always:

"He profits most who serves best."



CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

CERTIFIED PUBLIC ACCOUNTANTS

- Baltimore, Md., Chas. L. Hehl.
Calvert Bldg. Phone St. Paul 4099.
- Chicago, Ill., Edward E. Gore.
824 Monadnock Bldg. Phone Harrison 1232.
- Jacksonville, Fla., Thos. C. Hutchinson.
511-512 Dyal-Upchurch Bldg. Phone 312.
- Minneapolis, Minn., Ralph D. Webb.
830 Lumber Exchange. Phone N. W. Main 47.
- Muskogee, Okla., John A. Arnold.
528-529 Flynn-Ames Bldg. Phone 1225.
- New Orleans, La., Chas. E. Wermuth.
718-720 Hennen Bldg. Phone Main 4232.
- Pittsburgh, Pa., Frank Wilbur Main & Co.
723-6 Farmers Bank Bldg. Grant 2368.
- San Francisco, Calif., L. H. Greenhood.
407-9-11 Clunie Bldg.
- Seattle, Wash., E. G. Shorrock & Co.
222-223-224 Central Building.
- Washington, D. C., Otto Luebker.
308 Colorado Bldg. Phone Main 2705.

ARCHITECTS

- Camden, N. J., Moffett & Stewart, Inc.
Jesup Building. Phone, Bell 1535.
- Muskogee, Okla., C. W. Dawson, A. I. A.
412 Iowa Bldg. Phone 1973.

ATTORNEYS-AT-LAW

- Albany, N. Y., Chas. S. Stedman.
445 Broadway, N. Y. Phone Main 1108.
- Atlanta, Ga., Lee M. Jordan.
417-420 Trust Co. of Georgia Bldg. Phone Bell 312M.
- Baltimore, Md., Thos. Foley Hisky.
215 N. Charles St. Phone St. Paul 1658.
- Buffalo, N. Y., Botsford & Lytle.
834 Prudential Building.
- Camden, N. J., William G. Hodgson.
548 Federal St. Bell Phone 957.
- Chicago, Ill., Harris, Dodds and Kagy.
1317 Unity Bldg. Phone Central 2018.
- Cincinnati, Ohio, Gideon C. Wilson.
54-55 Wiggins Block. Phone Main 413.
- Clarksburg, W. V., Robt. R. Wilson.
Empire Nat'l Bk. Bldg. (Hon. Mem. Cincinnati R. C.)
- Cleveland, Ohio, Weed, Miller & Rothenberg.
702 Engineers Bldg. Phones Main 4107 Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Detroit, Mich., Irvin Long.
915 Hammond Bldg. Phone Cadillac 481.
- Duluth, Minn., Frank E. Randall.
606-10 Providence Bldg. Phones: Grand 746, Melr. 726.
- Indianapolis, Ind., Pickens, Cox & Conder.
Chamber of Commerce.
- Jacksonville, Fla., D. H. Doig.
Dyal-Upchurch Bldg. Phone Bell 304.
- Madison, Wis., Welton & Marks.
413 Pioneer Bldg. Phone 645.

- Montgomery, Ala., MacKenzie & Halloway.
812-16 First National Bank Bldg.
- New Orleans, La., H. W. Robinson.
226-229 Hennen Building. Phone Main 4005.
- Oklahoma City, Okla., Bennett & Pope.
1018-1020 Colcord Bldg. Phone Walnut 4776.
- Omaha, Neb., Harley G. Moorhead.
632-636 Brandeis Theatre Building.
- Paterson, N. J., Albin Smith.
152 Market St. Phone 486.
- Peoria, Ill., McRoberts, Morgan & Zimmerman.
319 Main Street. Phone Main 585.
- Philadelphia, Pa., Glenn C. Mead.
818 Real Estate Trust Building.
- Portland, Ore., Estes Snedecor.
720 Corbett Bldg. Phone Marshall 1256.
- Richmond, Va., Bloomberg & Hutzler.
Virginia Ry. & Power Bldg. Phone Monroe 2805.
- San Antonio, Hertzberg, Barrett & Kercheville.
Practice in all Courts. Notary in office.
- San Diego, Calif., Gordon L. Gray.
416-418 Union Bldg. Phones, Home 4160, Main 416.
- San Francisco, Cal., Harry G. McKannay.
550 Montgomery St. Phone Douglas 3470.
- Seattle, Wash., E. L. Skeel.
1008 Alaska Building. Phone Main 6511.
- Sioux City, Iowa, B. I. Salinger, Jr.
214-17 Davidson Bldg. Phones, Bell 172, Auto. 2496.
- Spokane, Wash., Lawrence Jack.
610 Hyde Block. Phone Main 3008.
- Toledo, O., Frank L. Mulholland.
1311-17 The Nicholas Bldg.
- Vancouver, B. C., Burns & Walkem.
(Winch Bldg.) 739 Hastings St. Ph. Seymour 4774-5.
- Winnipeg, Man., A. W. Morley, LL. B.
601 McArthur Bldg. P. O. Box 1432. Phone Main 228.

ATTORNEYS-AT-LAW

(Patents)

- Kansas City, Mo., Arthur C. Brown.
1216 Commerce Bldg.
- Philadelphia, Pa., Howson & Howson.
West End Trust Bldg.
- San Francisco, Calif., Carlos P. Griffin.
704 Pacific Bldg. Patents, Corporations.
- Toronto, Ont., H. J. S. Dennison.
Star Bldg., 18 King St. W.

ATTORNEYS-AT-LAW

(Accounts and Adjustments)

- Buffalo, N. Y., Allan N. MacNabb.
644-46 Marine National Bank Bldg.
- Philadelphia, Pa., Archibald Todd Johnson.
818 Real Estate Trust Bldg. Phone Filbert 46-35.

DENTISTS

- Cleveland, Ohio, Dr. William O. Haldy.
811 Schofield Bldg. Phone Main 1859.
- Louisville, Ky., Albert B. Weaver.
Atherton Bldg. City 566, Main 596.

OSTEOPATHS

- Boston, Mass., Dr. Alexander F. McWilliams.
Hunting Chambers, 30 Huntington Ave.

Chicago, Ill., Dr. Ernest R. Proctor.
27 Monroe St., (Goddard Bldg.) Phone Central 5240.
Houston, Tex., Dr. J. A. Malone.
620-621 Union Nat'l Bk. Bldg. Phone Preston 672.
Los Angeles, Calif., Dr. Edw. Strong Merrill.
304 O. T. Johnson Bldg. Phones A2193 Main 1049.
New Orleans, La., Dr. Henry Tete.
1117 Maison-Blanche Bldg. Phone Main 4722.
Omaha, Nebr., Dr. C. B. Atzen.
412 Omaha Nat'l Bk. Bldg. Phone Douglas 3537.
St. Louis, Mo., Dr. Homer Edward Bailey.
229-32 Frisco Bldg., Ninth and Olive Streets.

PHYSICIANS AND SURGEONS

Buffalo, N. Y., Charles H. Andrews.
588 West Delavan Ave. Phone North 882.
Chicago, Ill., Dr. Milton H. Mack.
7 W. Madison St. Phone Central 3285.

Cleveland, Ohio, Dr. A. Clynton Scott.
6523 Euclid Ave. Phone East 2698J.

Denver, Colo., Dr. Chas. A. Ellis.
Albany Hotel. Phone Main 5454.

Los Angeles, Calif., W. F. Traugher.
707-8 Hollingsworth Bldg., Main 1687, F. 7114.

Omaha, Neb., T. J. Dwyer, M. D.
Creighton Bldg.

Portland, Oregon, Ben L. Norden, M. D.
528 Medical Building. Phones Main 1089, A5312.

UNDERTAKERS

Chicago, Ill., Arntzen, Inc.
810 North Clark St. Auto Ambulances and Hearses.

Philadelphia, Pa., Armstrong & Son.
Funeral Directors. 1600 Columbia Av. Poplar 6030.

"Illinois Fellowship of Rotary Clubs"

Rotarians of Illinois Adopt Unique and Simple Methods to Promote
Rotarian Fellowship Among the Clubs of Their State

ROTARIANS FORM NEW FELLOWSHIP IN MEETING HERE

State Organization Is Completed at Gathering of Illinois Clubs Here.

BANQUET IN EVENING AT COMMERCIAL CLUB.

One hundred Illinois Rotarians sang and laughed away a pleasant evening last night concluding the first convention of the Fellowship of Illinois Rotary Clubs definitely organized here yesterday. "Good fellowship" in the deepest sense was the keynote of the meeting, while prominent Rotarians spoke on the principles of the organization that within a few years has spread to an international scope.

"Red tape" was tabooed at both the business meeting in the afternoon and at the banquet. The organization was perfected with little formality and the afternoon meeting was mainly spent with extemporaneous remarks on live Rotary topics by members of the various clubs. As is usual at all Rotary

meetings a list of "round table" topics was presented and they were discussed informally.—*The Joliet News.*

Topics Which Were Discussed.

Among the subjects which were debated or expounded at the business meeting were:

How may a broad spirit of fraternity and unity of interest among Rotarians of different cities best be promoted?

How can this best be done in Illinois in particular?

How can the business and professional men of Illinois in general be brought to co-operate for the best interests of the state?

What cities of Illinois should be recommended to the International Association for extension work?

How can the affiliating clubs of Illinois best co-operate in extension work in Illinois?

How should members be secured for a Rotary club—the best kind?

"Constitution and By-Laws" Adopted.

President Scott of Springfield and President Wilson of Chicago each presented outlines for a "constitution and by-laws" for the proposed "state association" but after both had been read Mr. Scott asked permission to withdraw his draft as he said he liked Wilson's better than his own. After some necessary amendments the Wilson report was unanimously adopted as follows:

RULES AND REGULATIONS OF THE "ILLINOIS FELLOWSHIP OF ROTARY CLUBS."

NAME.

The name of this society is the ILLINOIS FELLOWSHIP OF ROTARY CLUBS.

OBJECTS.

1. The objects shall be to promote a broad spirit of fraternity and unity of interest among the Rotarians of Illinois.

2. To bring the Rotary clubs of Illinois into co-operation with the other business and professional men of the state so as to promote the best interests of the state.

3. To give information, advice and counsel to the International Association of Rotary Clubs regarding the extension of Rotary in the State of Illinois.

4. To arrange for an annual and other get-together meetings of all Rotary clubs in the State of Illinois.

MEMBERSHIP.

Membership in this society shall be limited to Rotary clubs located in the State of Illinois that are members of the International Association.

Each member-club of this society shall have an equal voice in all matters.

METHODS OF PROCEDURE.

This society shall be formed at Joliet, Illinois, January 20th, 1914, representatives of the Rotary clubs of Chicago, Joliet, Peoria and Springfield being present there pursuant to due notice given to all the Rotary clubs in Illinois.

There shall be an advisory council consisting of two Rotarians from each Rotary club in Illinois who shall be designated by their respective clubs and reported in open meeting at the time of the formation of this society as aforesaid. Each year thereafter at the annual meeting and dinner of the Rotary clubs of Illinois, the members of the advisory council shall be similarly designated and reported at such annual meetings.

The advisory council shall convene during each annual meeting and by majority vote shall appoint from among their own number one member to act as clerk of the committee.

It shall be the duty of the advisory council to make the arrangements for the holding of an an-

nual and other fellowship meetings of the Rotary clubs of Illinois and give due notice thereof to all clubs. In arranging for said annual and other meetings, the council may appoint special committees on program, entertainment, publicity, etc., as may be necessary in making the arrangements.

The advisory council shall by majority vote designate a chairman and a clerk for the business program of each annual or other meeting.

The minutes of the business program of each annual or other meeting, after being signed by the chairman and clerk of the meeting, shall be turned over to the clerk of the advisory council and as often as may be necessary the clerk of the advisory council shall turn over to his successor all records and papers of this society in his possession.

FINANCES.

There shall be no fees or dues connected with membership in this society. Any ordinary expenses incurred by the members of the advisory council shall be paid by such members or by their respective clubs. Any extraordinary expenses of the advisory council may be paid by voluntary contributions from any or all of the clubs. The expenses of the annual or other fellowship meetings other than the dinner shall be born by each Rotary club in Illinois as it in turn acts as host.

Councilmen Elected.

During the business meeting Victor E. Bender publisher of the Springfield News presided as Chairman and J. L. Bannon of Joliet acted as Secretary. Members of the Advisory Council were reported as follows:

Chicago: H. A. Wilkie, Edwin C. Barnes.

Joliet: V. W. Brooks, Edwin B. Lord.

Springfield: O. G. Scott, Victor E. Bender.

The election of the chairman and clerk of the council was postponed until the Peoria councilmen should be reported.

President V. W. Brooks of Joliet acted as toastmaster at the banquet in the evening and "Old Man Ned" Lord was chairman of the committee on arrangements.

The "Old Guard" is a Convention Feature

It is composed of those who were present at any one of the first three conventions of Rotary. Those who have never missed a convention are the medal of honor men. If one of them misses the Houston convention he will lose his medal. He will still be a member of the "Old Guard" but there will be very few of the "Old Guard" who will not answer present at Houston.

Something Particularly for "Young Rotarians"

A special reception is to be arranged by the Houston Rotarians at the June Rotary convention for all the delegates and visitors from the "new clubs" which have affiliated with the International Association since the Buffalo convention of last year. This is a proposition that ought to make the "Old Guard" sit up and take notice.

SOME SUCCESSFUL STUNTS

With this issue we inaugurate another new department which each month will present the details of those notable "stunts," the description of which would require too much space in the "What the Clubs Are Doing" department.—C. R. P.

The Mock Oratorical Contest at Boston.

At our monthly meeting in December we decided to have an oratorical contest to be held at the Rotary club hotel, the Nottingham. As the papers stated, it was patterned rather after the famous Gridiron Club dinners at Washington except that the members were roasted instead of the guests. Previous to the night of the dinner, President Winchenbaugh mailed to each member a personal letter and enclosed therein a judge's badge, asking the member to serve as a judge of the oratorical contest, and requesting him not to tell the other members of his position, and to keep the badge until the president called for the judges to step forward.

After the dinner and a short business meeting, President Winchenbaugh called the judges to step forward and take the seats allotted to them. Immediately the assembled multitude pulled forth their badges and came forward to find only six seats arranged for the judges. Mr. Fisher, when he found that there was no seat allotted him, arose and addressed the chair and called the president down for his lack of parliamentary law, his slipshod manner of conducting the meetings, and child's play. Whereupon, President Winchenbaugh called him out of order and asked him to sit down.

He no sooner became seated when Brother Adams arose in defense of Mr. Fisher's remark and likewise was called out of order and asked to sit down. Whereupon, Brother Bower stated that he agreed with the two previous speakers. Having three gentlemen speak along the same tone of thought, President Winchenbaugh suggested that Mr. Fisher assume the chair. Whereupon, Mr. Jacobs, one of the directors, arose and objected to such procedure, as he being a director had the utmost confidence in President Winchenbaugh. Whereupon, Mr. O'Connor arose and suggested that Dr. Carlton take the chair. This motion was made, moved, seconded, and voted on before the club realized what was going on. Whereupon, Dr. Carlton assumed the chair. To show how realistic this was, some of the members started to leave the room thinking that a real fight was started.

No sooner had Dr. Carlton called the meeting to order when Dr. Eastman arose and stated that he had been trying to find out the cause of all

this dissension among so many members, and had finally drawn the conclusion that it was the soup, and he wished the chairman to appoint a committee of three to interview the chef. The committee of three was appointed and no sooner had they entered the kitchen than there was a rattle and bang, a yell from the colored chef (impersonated by Secretary Wells) and the three men rushed back into the room followed by an enraged "chef" who demanded in a loud tone of voice what right they had to interfere in his business, and what was the matter with the soup.

Dr. Carlton attempted to pacify him and succeeded in persuading him to gather from his waiters some singers. Finally they came forth from a large box in which the oratorical prize, consisting of a floral decoration, cabbages, onions, carrots, and sausages, had been brought into the room. This chorus went through the motions of singing and backed up by a victrola which did the actual work.

Brother Sullivan was to speak on Woman Suffrage and the Boycotting of Eggs. A few minutes before he was to speak a telephone at Dr. Carlton's place rang and Mrs. Sullivan called up and stated that her husband was unable to talk and as she did most of the talking at home, would take his place and address the Boston Rotary Club. A few minutes later in walked Mr. Sullivan, dressed in most becoming attire belonging to his wife, carrying on his arm a book fully eighteen inches square with "Votes for Women" in large letters on one side, and "Boycott Eggs" on the other. After an interesting talk on the Woman Suffrage question and the high price of eggs, he distributed a number of eggs that he had as samples, throwing them among the listeners. Fortunately, the contents of the eggs had been blown out previous to their flight. A number of other contestants attempted to speak and were snuffed out by having sheets thrown over them, or drowned by the noise of automobile horns and bells until they had to retire in ignominious defeat. The meeting adjourned with the best of fellowship established among all the members.

W. C. RICHMOND, *Assoc. Ed.*

Syracuse Rotarians Aid Crippled Children.

It was all fine last year when we collected a handsome sum and provided provisions and clothing for the poor of our city. This was indeed fine as we say. But listen for a brief moment to what the Syracuse club did this year for the unfortunate future citizens of our country; think what it will mean, and keeping in mind that we propose to make it a permanent affair, conceive for yourself its far reaching possibilities and benefits.

Through the intercession of our Rev. Dr. F. W.

Betts we were told of the rare opportunity to do a service to suffering humanity that would be of untold benefit to everyone who might be so fortunate as to come within its influence and we were all ready to learn where we could serve. He told us of the unfortunate children coming to maturity shortly without a chance to have their physical deformities corrected and thus give them an equal fighting chance in the battle for commercial supremacy. He told of these crippled children whose

very life was to be made a burden for the simple reason that they would be unable to secure medical, surgical or mechanical attention. Poverty stood in their way and into this financial breach went the spirit of Syracuse Rotary and a sum approaching three thousand dollars was raised. Every man of us was in on it. Every man tried to do his part. What we actually did in service will possibly never be fully known to all but it is safe to say that many little ones at the impressionable age of their lives were relieved from suffering which would have followed them to maturity and clouded their chances for success in life.

The way the fund was administered will surely be of interest. Rotarian Illman, who is secretary of the Associated Charities in Syracuse, caused a rigid investigation to be made of every worthy crippled child in Syracuse. Then through his offices went the actual means of relief. By this means not one dollar was wasted and not one unworthy son or daughter was permitted to deflect the true spirit of the fund. The whole work was done with some publicity and funds were received outside of our regular membership. Syracuse wel-

comed an opportunity to render a new service which had such admirable backing and such a tremendous purpose.

Leg braces, operations and mechanical contrivances best suited to individual needs were given. More will follow in due course and as the years roll around we will be sure to hear it said of the men of Syracuse Rotary "well done."

We will follow this work with the coming of summer and back the pure milk stations which were opened last summer and by means of which numbers of little lives were saved and mothers instructed how best to care for their young. This will all be done under the critical eye of experts whose duty it will be to see that their instructions are carried out to the letter.

We feel very happy over the work accomplished during the holidays and after and with the full assurance of co-operation from every one of our men we know our work will count for good to Syracuse, to Rotary wherever it may be found and to mankind. It will be ever true that "a little child shall lead them." H. L. DAVIS, *Assoc. Ed.*

Houston Does a Lot of Things.

The eighteen-month-anniversary of the Houston Rotary Club was fittingly celebrated at the Rotarian Christmas tree party, in which the ladies were participants as well as beneficiaries. The December night meeting was in charge of the "House of Edward" held on the 27th at the Rice Hotel ball-room, and nearly two hundred couples sat down to the banquet and enjoyed the program, star features of which were the Rotary addresses of Judge Edward F. Harris, of Galveston, and Mrs. Thos. C. White, Mrs. March Culmore and Mrs. B. A. Randolph also responded to toasts—all three striking innovations in Rotary proceedings. At the roll-call business classifications, painted on large cards were unrolled and as each member answered he was compelled to state how many years he had been married; how many years he knew the wife before marriage and how many sweethearts he had before meeting his wife. The answers occasioned much merriment. One member, married 20 years, answered that he didn't know his wife yet! There were several splendid musical selections and with the arrival of Santa Claus, more than \$2500 in individual Christmas presents "rotated" to the ladies assembled. Every one present voted it the most successful affair yet staged and much is due to the "Edwards" of the organization for its successful culmination. Each lady received a useful bag

of souvenirs from Rotarian firms, in addition to the valuable present.

The interest of the ladies was keyed up to the highest pitch as the numbers were called out and the presents distributed. At one table there was presented one barrel of flour, one set of rhinestone pump buckles, one \$10 rocking chair, one floor sweeper and a five-pound box of candy, to the five ladies seated there.

Following the "Christmas Tree" the guests adjourned to the parlors while attendants prepared the ball room for the informal dance which followed until a late hour.

"The Return of the Four" (an interesting report from four members who secretly visited various Rotary firms and criticised their organizations), and the doctors' program, "First Aid to the Injured," were recent interesting luncheon programs, ideas for which were borrowed from sister clubs.

"Two birds were killed with one stone," at the first noon-day meeting of the new year. The handsome new million-dollar building of S. H. Kress & Co., was inspected and luncheon served on the main floor. The members of the club then adjourned in a body to the new Queen Theatre for a visit of inspection and the regular business meeting.

J. C. DIONNE, *Assoc. Ed.*

The Way to Talk to Rotarians About Your Business.

One of the best examples of how a man can make a speech about his own business that will be interesting to the men who hear it was given before the Cincinnati Rotary Club at a recent meeting by Royal Mattice, Cincinnati, sales manager for the American Steel & Wire Company.

"The water you drink today was purified by our sulphate of iron," he said. "Rotarian Bert Baldwin, superintendent of the Cincinnati Water Works buys 3000 tons of it per year. Two-tenths of a grain per gallon is used to convert the muddy water of the Ohio river into the beautiful, sparkling drink set before us.

"Another use for sulphate of iron is found by Ault & Wiborg, to whom I sell several hundred tons per year through Rotarian Bob Hochstetter. They use sulphate of iron to get a fundamental color for their ink, which in turn is sold to the Sellers Davis Company who used it on their presses to print the Christmas edition of the Cincinnati Rotarian. They also use this ink to print the notices and bulletins.

"I wonder if we appreciate how closely our lives are associated with the wire industry. We are eating luncheon on the ninth floor. This was made possible by our being hoisted to this place by Amer-

ican hoisting ropes, which are made from wire. It would be absolutely out of the question to walk up nine flights of stairs and then enjoy your luncheon. The advent of the sky scraper was contingent upon the success of the American hoisting rope.

"We also sell triangular mesh for concrete reinforcement for floors and the building across the street, Union Central Life, contains many carloads of our reinforcing material.

"If you have occasion to use the street cars, especially the new ones, you sit on our pillow springs, and lean against our back springs. Our electrical wires are used on the cars and the current is supplied through our trolley wire.

"When you go home at night, the lock on your door is made from our cold rolled steel and we make sizes from $\frac{1}{16}$ inch to 9 inches wide, as thin as a sheet of paper, or as heavy as $\frac{3}{16}$ inch.

"Your piano is strung with our piano wire, your pictures are suspended by our picture cord. Your furniture is upholstered with our springs, your house is wired with our electrical wires, of which we sell thousands of feet yearly to Rotarian Frank Van Winkle of the Post Glover Electric Company.

"We sell electrical wires and cables of every description, for lighting and transmission of current.

"Your home is probably swept with a broom made with our broom wire, as Rotarian John De Roo of P. De Roo & Sons buys broom wire in carload lots. There is approximately 24 inches of wire in a broom, which will give you an idea of the immensity of the business done by Messrs. P. De Roo & Sons.

"The key chain, which I have given you, is made of piano wire steel, tensile strength, 320,000 to 350,000 lbs. per square inch. Until quite recently this was the last word in tensile strength, but with the advent of the flying machine, so many accidents were caused by wings buckling, owing to the fact the brace wires were not strong enough, a demand for stronger wire was made upon the steel maker and today we are pleased to state, we can make a wire that has a tensile strength of

420,000 lbs. per square inch and is not equaled by that of any firm in this or foreign countries, in fact for high finish and absolute guarantee, we defy the world to equal our manufacture.

"This key chain spring is known as a close wound extension spring and it may interest you to know, that in this one department alone, we have close to 45,000 different makes and styles of springs. Complete files are kept, as to the name of the user, how the spring is to be used and the essentials of the spring.

"Steel is taking the place of brass. For instance, practically all the automobile lamps you see today are made of steel, giving a stronger and more durable lamp, which does away with the necessity of polishing to keep the lamp in presentable condition. The automobile manufacturers have been working towards price reduction for cars. The steel lamp is about twenty-five per cent cheaper than the brass lamps.

Another important use for wire is in the manufacture of wire wheels for automobiles. The automobile manufacturer today is finding trouble getting sufficient A No. 1 material to make wooden wheels. We are manufacturing a stronger, more durable and by far, a more handsome wheel of steel wire. As soon as the fact becomes known that we can add 25 per cent to the life of a tire and that the wheel will withstand a greater shock than the wooden wheel, it is only a question of two or three years until every machine is equipped with wire wheels. Last year we made, sold and delivered 10,500,000 items, counting each distinct size one item.

"In closing let me enumerate a few of the steels we are making. If you wear a derby, we supply the rim wire to keep the hat in shape. We make bustle, corset, supporter, umbrella, buckle and hat steel, hundreds of tons of which are used by the women of this land daily. In short, we make every known steel wire and if there is anything we do not make, we will be very pleased to get in touch with you and make it for you, as the reason it has not been made before is because the demand has not existed."

Progress In Rotary Extension Work

ALLENTOWN (Pa., U. S. A.).

For some reason the movement started to establish a Rotary club in Allentown has not made very rapid progress. Mr. Richard W. Iotst, Lawyer, 534 Hamilton Street and Mr. G. Frank Tift of the Bradstreet Commercial Agency are the men to call on if you are visiting in Allentown.

CHATTANOOGA (Tenn., U. S. A.).

Rotary Club of Chattanooga has recently been organized. Division Vice-President Shelby started the work there. Then Secretary Rosendorf of Richmond passed through the city and interested some other people. Fortunately the two crowds were gotten together and a harmonious organization has been accomplished. The Temporary Secretary is R. H. Fitzgerald, 823 Broad St.

EVANSVILLE (Ind., U. S. A.).

This club has decided by vote of its board of directors to affiliate as soon as possible which means as soon as Secretary V. C. Lewis forwards the necessary papers. Secretary Lewis has been visiting in Chicago which may account for the delay in the arrival of the application for affiliation. He thinks that they have got about the best president in all Rotarydom. His name is R. H. Pennington, 1 Lower 8th St.

LITTLE ROCK (Ark., U. S. A.).

After many months of consideration Little Rock has decided to have a Rotary club. Temporary organization was effected on January 14th with C. N. Duncan, cashier of the State National Bank as chairman and A. M. Carroll, Mgr. Remington Typewriter Company as secretary.

MACON (Ga., U. S. A.).

Messrs. Anderson and Billings of Macon, Ga., attended the Thanksgiving dinner of the Rotary Club of Atlanta and decided they would have to have a club in Macon. Shortly afterward Mr. Hancock attended a luncheon of the Birmingham club after which Division Vice President Shelby wrote "I had him in my office and I guess succeeded in giving him a dose of Rotary from which he will never become divorced." Result: On January 7th the Rotary Club of Macon was organized with officers as follows:

President—Jno. W. Hancock, Mgr. Atlantic Ice & Coal Corp.

Vice-President—W. T. Anderson, c-o Macon Telegraph.

Secretary—W. G. Billings, c-o Whitehead & Hoag Co.

Vice President Shelby presided at the organization meeting.

MEMPHIS (Tenn., U. S. A.).

We have been working on Memphis for several years. Rotarians of Chicago, St. Louis, Kansas City and other places have given the movement in Memphis a boost. While Division Vice-President Shelby was making his plans to invade Memphis with a committee, Secretary Rosendorf of Richmond spent Christmas day in Memphis and got a crowd together and filled them with enthusiasm so that they formed a temporary organization. Vice-President Shelby has taken the matter in hand and will supervise the permanent organization of the Rotary Club of Memphis. The Temporary Secretary is G. O. Waring, 906 Exchange Bldg.

McKEESPORT (Pa., U. S. A.).

The temporary organization was made a permanent one on December 31st with officers as follows:

President—John A. Russell, 4th and Water Sts.
Secretary—R. W. Junker, Peoples Bank Bldg.

Necessary forms for affiliation had been forwarded to the club and they will soon be one of the big family.

NASHVILLE (Tenn., U. S. A.).

Their application for affiliation has been received and is being voted upon by the Executive committee. Secretary Langham submitted with it a classy little folder—their first printed notice for their weekly meeting—and remarked "we are certainly doing the thing up right now. Just passed ten new members who will be present at our next meeting and the membership committee has passed on 16 new ones and all are of the highest type of business men of this city. You certainly may look for good results from the Nashville club."

NORFOLK (Va., U. S. A.).

Secretary Rosendorf of Richmond seems to have gotten things moving in Norfolk. C. J. Mains, temporary secretary writes us that the club was organized on January 19th. The president's name is Coburn. Application for affiliation blanks were requested and forwarded.

PHOENIX (Ariz., U. S. A.)

Permanent organization was accomplished on January 10th.

President—A. A. Betts, T. P. & F. Agt. A. T. & S. F. Ry.

Vice-President—J. G. O'Malley, c-o O'Malley Lumber Co.

Secretary—Paul S. Kantz, Insurance, P. O. Box 885.

Secretary Kantz claims that the population of Phoenix has been increasing rapidly and that it is really in the 25,000 class. At any rate he says that it is a live town and will make as good a showing in the Rotary club as any of the rest of them.

SACRAMENTO (Cal., U. S. A.).

Corresponding secretary J. Fontaine Johnson wrote us on January 7th "our club has met with marked success and we now desire to make application to join the International Association. We have at the present time about six members but have been cautious in securing new members. We anticipate no trouble in enlarging our club to twice that amount in a very short time."

SAVANNAH (Ga., U. S. A.).

Division Vice-President Shelby presided at the organization meeting of January 5th and reports a very successful affair. The President is John S. Banks; Vice-President Fred B. Shafer and Secretary Henry J. F. Ludeman, 401 National Building. President Banks wrote us on January 13th "we appreciate the many suggestions offered and you will find that the Rotary Club of Savannah will at all times and in all things carry out to the letter the teachings of headquarters. We had our second meeting last night and it was a great success. I am sure the Rotary Club of Savannah is going to be a wonderful organization in our public life."

SOUTH BEND (Ind., U. S. A.).

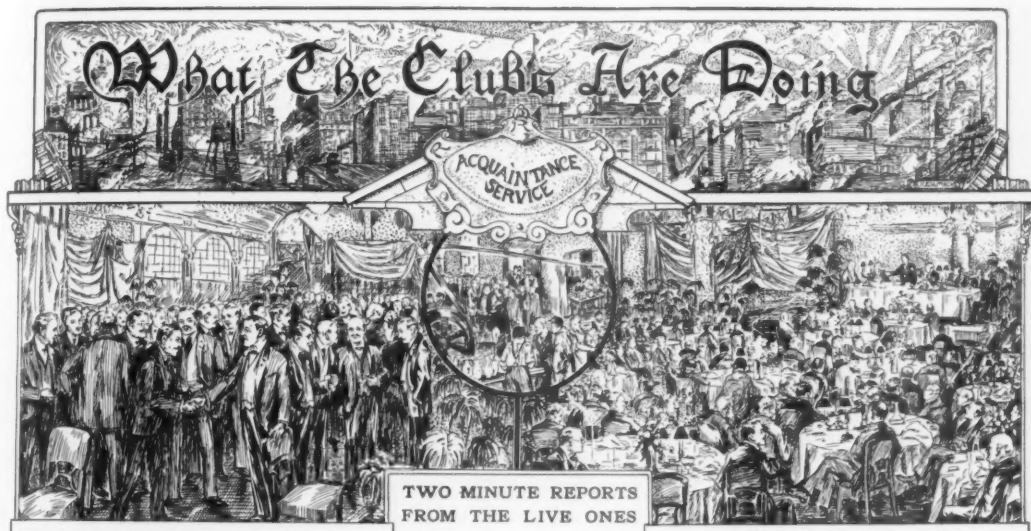
Permanent organization effected January 7th with C. C. Herr, president, O. M. Knoblock, vice-president and E. T. Bonds, secretary. The latter writes "we now have a good, live, effective organization working. Our increase in membership will be slow from the fact that our policy will be a conservative one in choosing the membership carefully. Our regular meetings will be held on the first and third Tuesday of each month."

SPRINGFIELD (Ohio, U. S. A.).

Temporary organization was accomplished January 14th by a gathering of 14 business men at the Lagonda club. The proper committees were appointed and the meeting which lasted one and one half hours was a very satisfactory one with much enthusiasm manifested. Temporary chairman is W. E. Copenhaver, Grinding Machinery and temporary secretary is Jas. S. Webb, General insurance, 417 Bushnell Bldg.

BIRMINGHAM (England.)

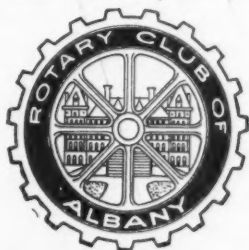
Secretary W. Stuart Morrow writes "we are barely two months old. We have nearly 90 members so that we are making good progress towards adolescence. Will you send me at your convenience for the information of my committee and at its request, a statement of the value to the Birmingham club of becoming affiliated with the American Rotary clubs?"



After due consideration and discussion of the matter and acting upon the advice of the publication committee, the editor has edited the news letters this month in an endeavor to bring each one within the scope of a quarter or a third of a page. So kind reader, if you do not find recited all that your club did during December it may not be the fault of your associate editor. (P. S.—The editor did not succeed in reaching the quarter or third page in every instance.)

CLUBS OF THE UNITED STATES

ALBANY (N. Y.).



Letters were received recently from George M. Clark and R. T. Arnold, president and secretary of the Jacksonville Rotary Club, congratulating their Albany brothers upon having among their members such a fine looking lot of Rotarians as attended the waterways convention a few weeks previous.

Rotarian Stuart Brown has been transferred from the management of the Albany to the Buffalo office of the New York Telephone Company. We have lost a good citizen and a live wire.

Governor Martin H. Glynn was elected a Rotarian during December. Mr. Glynn is the third son of Columbia county to sit in the executive chair.

Rotarian Elwell is having a hard time selecting vocalists for the glee club. Of the one hundred and odd members, ninety-two have applied to him as candidates for membership.

A Christmas tree was installed in the dining room of the Ten Eyck on December 26th. Dr. Jimmie Vander Veer acted the role of Santa Claus and was an ideal one. While the luncheon was on, he rode into the dining room on a toboggan, driving eight Rotarians who represented Dasher, Dane-

er, Prancer, Vixen, Comet, Cupid, Dunder and Blitzen, and immediately began distributing his gifts, each member received just what he wanted, and at the suggestion of the presiding officer left them to be sent to the Child's Hospital. The club also provided Christmas dinners for twenty-five inmates of the Brotherhood, a local charity.

At the annual banquet, which took place January 19th, the guests of honor were Russell F. Greiner, president of the International Association, and Frank L. Mulholland, director of the Association.

M. V. DOLAN, Assoc. Ed.

ATLANTA (Ga.).



Rotary, less than a year old in Atlanta, is becoming a substantial influence in all branches of civic endeavor. Ivan E. Allen, organizer of the Rotary club in Atlanta and chairman of the board of directors, has been prominently mentioned in Atlanta newspapers and other papers throughout the state as a "young men's candidate for mayor." The Atlanta Journal made the following reference to it:

"A young men's candidate for mayor in Atlanta

in the person of Ivan E. Allen, the young Atlanta business man who has made such a success as chairman of the campaign committee to raise \$250,000 in Atlanta for Oglethorpe University, was the feature of the banquet in the Hotel Ansley last night, which closed the annual convention of the Georgia Hotel Men's Association."

The semi-monthly luncheons of the Rotary club are attended regularly by seventy-five per cent of the membership and are made notable by the fact that at each one, a member of the club delivers a short address on the business or profession which he knows best, viz: his own. The speaker at the first luncheon in January, was Frank O. Foster, who is the executive head of one of the largest dental manufacturing companies in the South. His subject was "Modern Dental Science," and what he had to say was heard with the most profound attention.

W. B. SEABROOK, *Assoc. Ed.*

AUSTIN (Texas).



The Austin Rotary Club is now entering upon the second year of its existence with a bright and prosperous future confronting it. Its growth has been somewhat phenomenal both in the matter of comparison with that of other clubs and the permanence of said growth. The success that has attended the Austin club is largely due to the efficiency of its corps of officers, headed by its president, Roy Rather. All the old officers are still holding their positions for the ensuing year with the exception of the secretary, Albert Stelfox, who was forced to resign because his business demanded all his time and attention. He was succeeded by Fred Rightor who was unanimously elected to fill the position. Mr. Rightor from the outset of the organization of the club has been one of its most enthusiastic workers and is evidently the right man in the right place in his new position as secretary.

The Austin Rotary Club is planning to entertain the San Antonio club on a very elaborate scale on February 22, in return for the compliment extended to the Austin club by the San Antonio club in the early part of November, when Austin members pilgrimaged to San Antonio in a body as guests of honor at a special banquet arranged for their edification.

The Austin club also has appointed committees to arrange for the entertaining of the International Association when the delegates spend a day here next June, following the Convention to be held in Houston. This committee has instructions to spare neither time nor expense in arranging this entertainment and in consequence our brothers all over Rotarydom can look forward with much pleasure to their Austin visit.

During December the club added some ten new members and now has a very representative membership, representing almost every branch of industry, both retail and wholesale, as well as sev-

eral agricultural members. It also has the proud distinction of having among its members a widely known "goat raiser" in the personage of Colonel Niles Graham, who was elected at the last session.

A. G. SMOOT, *Assoc. Ed.*

BALTIMORE (Md.)

Mr. Frank Mulholland, first vice-president of the Toledo Rotary Club, came over from Washington December 30th and was our guest at luncheon. He was introduced by President Gill and delivered an oration on the principles of Rotary. We had a large attendance and his speech had considerable effect.

Some of the discussion in regard to the most suitable roster for Rotary clubs is most interesting. It seems to the writer that it is better for the roster to contain the name, business and photograph of every member. You cannot remember 100 or 200 names, no matter how hard you try, if you happen to hear them all, say in a month or two, but a photograph makes its own mental impression that lasts and will do more than any other thing I can think of to quickly acquaint one member with the other.

Isn't it possible that at some time in the future some unscrupulous character (not a Rotarian, of course) will acquaint himself sufficiently with the details of the Association and present himself to some club and claim its hospitality? It's not necessary to elaborate on how he could take advantage of that hospitality, and what a drawback it would be to visiting.

Now, if each roster contained photographs, and if every secretary had a roster of all clubs, we would be protected against imposition, and many of those who now hesitate about visiting on account of not having credentials would not hesitate to present themselves if they knew their picture had preceded them as an introduction.

Baltimore is booming. In conclusion let me submit an original poem written by a Rotarian bard. I don't praise it,—neither do I criticise it,—but honest, he's a good fellow—but come down to Baltimore and meet him. The poem—here it is:

*The Old Year's going,
It's leaving fast;
We know not what the New Year has in store,
But for the Rotarians of good old Baltimore
May it bring the best—
May your cup of blessings run o'er,
In the year now dawning—
One nine one four.*

J. THOMAS LYONS, *Assoc. Ed.*

BEAUMONT (Texas).

The Beaumont Rotary Club observed the Christmas Eve luncheon by each member bringing a gift of some useful goods which were given to the United Charities for distribution. An unusually large attendance responded and in addition to about fifty good sized packages of clothing, there was also a liberal quantity of groceries and cash donations.

WHO'S WHO IN BEAUMONT was the feature of a recent Ladies' Shopping Luncheon. As each lady entered the dining room she was given a neatly printed folder with lined spaces to be filled in with the name and business profession of each member. In place of the regular automatic roll call, the president of the club called each member

to the floor for a period of fifteen seconds. No names were called and each guest filled in the name of the member then standing with his business or profession. The lady having the most perfect score was presented with a gift.

The contest awakened quite a lively interest as well as brought to the attention of the guests present "Who was who" in Beaumont.

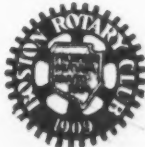
M. G. MUSE, *Assoc. Ed.*

BIRMINGHAM (Ala.).

The entertainment of the club by Mr. and Mrs. T. H. Molton at their elegant home on the evening of December 30th was one of the most unique affairs in the local history of Rotarianism. The invitations were sent out by Mrs. Molton to the wives of the Rotarians, and they were requested to bring their husbands. So it would appear that even the great feminine movement of the age is beginning to rotate. The occasion was a delightful one socially.

JOHN SPARROW, *Assoc. Ed.*

BOSTON (Mass.).



An innovation which we have adopted is the changing of one of our weekly luncheons to an informal buffet supper at 6:30 o'clock, after which we adjourn to Rotarian Poor's bowling alley, where four enthusiastic teams endeavor to defeat one another. It has proved the great get-together occasion.

Our great mock-oratorical contest gave us a most enjoyable evening of uproarious fun. A detailed description of this stunt is featured on page 71.

W. C. RICHMOND, *Assoc. Ed.*

BROOKLYN (N. Y.).

Some time ago President Angell of Brooklyn talked over the phone with Glenn Mead at Philadelphia and told him the Brooklyn club was in the best shape ever at the present time and would soon forward its application for affiliation. Since then the silence from that borough of Greater New York is thick and ominous. Why doesn't the Vice President of the eastern division organize a relief expedition from some of the clubs nearest to Brooklyn and march in to help President Angell perfect his organization and bring his club into affiliation.

CAMDEN (N. J.).



Rotary in Camden is now a year old. The club in Camden having been established January 1, 1913, celebrates its first anniversary Tuesday, Jan-

uary 6, 1914. Starting with about thirty members, the membership now numbers ninety-five. The attendance at the monthly dinners during the year 1913 was about eighty per cent, the luncheon attendance about twenty-five per cent, the low percentage for luncheons being due to the fact that the Camden club held its regular weekly luncheons during the entire summer months; Rotarians, therefore, in Camden have not missed a week without getting together during the entire year just passed.

The new officers for 1914, to be installed at the January meeting are as follows: Ralph D. Baker, president, re-elected; Joshua C. Haines, vice-president, succeeding Wm. E. Morgenweck; Wm. A. Stewart, secretary, succeeding Wm. Cline, and B. F. Schroeder for the newly created office of treasurer. Two new members of the board of directors are Wm. E. Morgenweck and Edward A. Preisendanz.

The Christmas spirit took a strong hold on Camden Rotarians and \$100.00 was raised at the two luncheons preceding Christmas, to be distributed in the form of baskets of provisions, chickens and turkeys among the needy poor of the city. Chairman Scott, assisted by Raymond Staley and Dr. A. B. Dewees, did excellent service on a committee that had this work in charge. A day and a half was spent investigating cases that were reported to them and on the afternoon of the day before Christmas the committee manned an auto truck, generously loaned by Rotarian Wm. C. Davis, which aided materially in the delivery of the gifts. Dr. A. B. Dewees, dressed as Santa Claus, and Rotarian Scott preceded the truck in a Ford, the tonneau of which was loaded with toys and candies for the little folks.

And so the story goes—when the principles of Rotary grip a man right he's bound to be a better man with the thought always uppermost in his mind of not how much he is going to receive from belonging to a Rotary club, but how much he can put in it.

HUBERT H. PFEL, *Assoc. Ed.*

CINCINNATI (Ohio).



Mayor-elect Spiegel of Cincinnati delivered an interesting address to the Rotary club at the Sinton Hotel December 19th.

The ladies night committee has arranged for an entertainment to be held in February. Valuable souvenirs will be given away to each lady present and merchandise to the value of \$4,000 will be distributed.

Rotarian Mattice recently gave us an eye-opener of a talk on the business of his concern, the American Steel and Wire Company. It is reported in full in the new department of "stunts" on page 72.

CARL DEHONEY, *Assoc. Ed.*

CLEVELAND (Ohio).



The Christmas party held by the Cleveland Rotary Club on December 24th was "some doings." One hundred and ninety-six members, including a few guests, gathered around tables at the Hotel Statler. In the centre of each table seating eight members, stood a small Christmas tree covered with customary decorations. In another part of the room stood a large Christmas tree, which Santa Claus kindly left just before the Rotarians gathered for luncheon, together with over 300 gifts including a husky turkey gobbler, who made himself heard throughout the proceedings.

The Cleveland Rotary Club has been entertained in the past by many prominent professional men, writers, etc., but Santa Claus was the "real hit." At two o'clock Santa Claus started in and the "old scout" was still going strong at four o'clock, trying to distribute his gifts. Many of the gifts were very clever take-offs. Dr. Skeel was presented with a miniature set of tools used in the medical profession. Banker Perry J. Darling, our handsomest and eligible bachelor member, received a marriage certificate. Each gift was accompanied by a few appropriate words from Santa Claus, explaining the reason why certain members were presented with dog muzzles, phonographs and the like. Santa Claus was impersonated by Optometric Clark Sloan, who was "some hit."

At the weekly luncheon held January 8th a novel idea was tried, a score of members being called upon to kick against anything or anybody in Rotary, so that the new year could be started with a clean sheet. The prize of a burial lot given by Mr. W. H. Webber was believed would get some Rotarian's angora; but evidently not, as it went to President Arch C. Klumph, who members loudly claim is far from being a "dead one."

C. N. LANDON, *Assoc. Ed.*

COLUMBUS (Ohio).

The attendance campaign that the Columbus Rotary Club has held the past three months finished in a blaze of glory for both sides—the Rubes and the Slickers—although the Slickers won the contest. At the beginning it was arranged that the losing side was to buy the winners a dinner and provide the entertainment at the evening meeting in December, so the Rubes played host.

As the members and guests arrived, the Rubes were presented with large, rural-looking straw hats and blue bandana handkerchiefs, and the Slickers with red bandana handkerchiefs, so that even the waiters could distinguish them. This was for a purpose evidently, for when the oysters were served, the Slickers were given a dainty box

lunch, consisting of a ham sandwich, a pickle and a piece of cake. It looked like a rather dark prospect until one of the Rubes, after administering a solemn oath, suggested that the Slickers be given the privileges of Rubes, whereupon the Slickers were invested in Rube straw hats and then enjoyed the real banquet.

The club then had a regular shower of Christmas gifts donated by various members. It was fast and furious fun, and the remarks, the kidding and applause wore out two toastmasters.

Immediately after the dinner, a large leather medal was presented by "Col." "Jack" Hadley, who was leader of the Slickers, to "Col." "Bert" Hanning, leader of the Rubes. The inscriptions were not at all complimentary. One of the Rubes made a brilliant speech, closing with all sorts of heinous charges against the winning leader. A warrant was at once sworn out for his arrest and a real policeman escorted him from the dining room. After proper bail had been given for a guarantee of his appearance in police court, he was released to enjoy the festivities.

After an address by Mr. J. W. Wheeler of the Godman Guild, two Santa Clauses appeared and distributed presents from the big Christmas tree. There were a great variety of special presents from the business firms of members and representing their business. Every Rotarian and guest received five gifts. Toys had been previously purchased and presented to the play-room of the Godman Guild.

EDWARD ROY PARSONS, *Assoc. Ed.*

DALLAS (Texas).

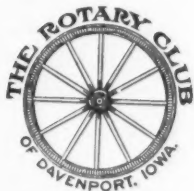


The New Year dawns bright for Dallas and the Dallas Rotary Club. Notwithstanding adverse business conditions during the latter part of 1913, which were brought about by too much rain, damage to the cotton crop and the general feeling of uncertainty pending the passage of the currency bill, 1913 was none the less the banner year for Dallas. Although 1912 was the most prosperous year Dallas had ever enjoyed up to that time, it was far surpassed by the year that is just closed in every way indicative of the city's prosperity. Dallas stood among the few first cities of the country in increased building permits, in postal receipts, and in real estate transfers, the latter amounting to forty-five millions of dollars, an increase of more than thirteen millions over 1912.

Work has already started on the erection of our new union station, which will be the finest in the south. The United States Government has just purchased a site for a new postoffice building, the ground alone costing a quarter of a million dollars, and new interurbans are being built radiating in different directions and bringing into Dallas a large part of the retail and jobbing trade of the two millions of prosperous people who live within a 100-mile radius of the city. Good cheer for 1914 is the message the Dallas Rotary Club extends to all Rotary clubs everywhere.

LAWRENCE MILLER, *Assoc. Ed.*

DAVENPORT (Iowa).



The event of the Yuletide season in Rotary circles was the Christmas celebration on Monday, December 29. Nearly a hundred members attended the noon luncheon, bringing presents, useful and bizarre, for the other fellow. Brothers Tom and Jerry were introduced by "Bunk" Miller and



"OZZIE."

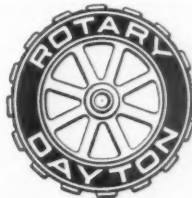
"Coffee" Shafer, injecting much pep into the services. Business was declared out of order by President Huber, and song, mirth, and music given the right of way. Some wonderful gifts dropped from the Christmas tree. For instance, "Deacon" Parmele got a straight-front corset, "Doc" Leigh a nursing bottle, "Weatherman" Sherrier a brick of limburger, "Candy" Schmidt a Yiddish lid and every member a present equally useful.

Eighty well-filled baskets of Christmas cheer were distributed on Christmas Eve by Rotarian good-fellows to deserving families in the city. Christmas morning a Santa Claus entertainment was given at the Friendly house to the youngsters and their parents, and the Rotarians extracted as much pleasure from the occasion as did their guests.

Secretary Becker has been making himself unpopular (?) with Rotarians on their birthdays by floral tokens and notes of congratulation. Then, also, he compels them to stand up in meeting and permits the club to sing "Happy Birthday" at them. On the occasion of the secretary's birthday, December 22, the members slipped one over on "Ozzie" which almost took his breath away. "Billy" Korn furnished a cake of forty-two candle power, and every member brought a token of esteem to shower on "the genial little German." Then, to rub it in, the secretary was compelled to open each package and "show up" the contents. It was necessary to summon "Webb" Mason with a taxi to wheel the junk home. But it served the secretary right.

W. L. PURCELL, *Assoc. Ed.*

DAYTON (Ohio).



One of the stunts which our club has been using lately is that in regard to getting the members to our meetings on time. Our club meets at 12:15 o'clock every Thursday in a room entirely to ourselves, the members being seated at tables which accommodate about six or eight members. At the head of the room is one long table with room for about twenty members and which was formerly used by the president, the officers and guests. We now commence promptly the serving of the lunch at 12:15 and the members all seat themselves at the smaller tables. All who come late must go to the large table and receive the cheers of the others as they go. This has had a splendid effect and a very large percentage of our attendance is now present at 12:15 promptly.

This year at Christmas our club undertook the distribution of shoes and stockings to the poor children of the city. Each of our members contributed liberally and our committee were able to distribute about six hundred pairs of shoes and about eighteen hundred pairs of stockings. Quite a number of our members assisted the special committee the afternoon before Christmas in distributing these gifts.

We have had some splendid meetings during the past month. At one of these the club was entertained in a body by Rotarian Tait, president of the Dayton Power and Light Co. We enjoyed a splendid luncheon and afterwards a special trip through the two plants operated by the company in this city.

Judge Baggott of the local Juvenile Court recently addressed our club on workings of that institution. His address proved so interesting that a movement has been started to see if we cannot co-operate with the Juvenile Court in assisting in some permanent way the unfortunate boys who come within its jurisdiction.

Scott Pierce, president of the club last year, gave the address at the regular monthly meeting of the club on "Promoting Estates." Mr. Pierce is the representative of the Connecticut Mutual Life Insurance Co.

A number of articles have been given away as prizes at each of our meetings recently and have contributed to the general interest of the meetings.

W. E. HARBOTTLE, *Assoc. Ed.*

DENVER (Colo.).



The first two meetings of December were live ones and were well taken care of by our new set of officers. Dr. Ellis promises to be a good boosting president for the coming year and he is sup-

ported by a live, energetic bunch of officers and directors.

The poor were not forgotten by the Denver Rotary Club this year. One hundred dollars was turned over to one of our charity organizations to be distributed among the needy. A Christmas fund was started for 1914. Each man is to be taxed one dollar and all fines collected during the year for lateness and absence to meetings will go to this fund. As a result by next Christmas the club should have over two hundred dollars for the poor.

The Rotary club assisted the city in many ways during a recent heavy snow storm to clean up the city.

GEORGE E. TURNER, *Assoc. Ed.*

DETROIT (Mich.).



By far the largest and most successful Rotary gathering in our history was January 14th when 345 sat down to the installation of officers dinner in the Hotel Cadillac. Our retiring president, Ed. Andrew, was told how well he had done and how much his work had been appreciated, after which he was presented with an engrossed parchment, suitably framed, as a token of appreciation of his service for Detroit Rotary. Ed made a very graceful speech of acceptance and then turned the gavel over to Alonzo P. Ewing, president for 1914. Ewing outlined briefly what we are expected to accomplish during this year, and we are going to be some busy, but we will be bigger and better Rotarians, every one of us, at the end of this year than we are at the start.

Frank L. Mulholland of Toledo was our guest of honor and his splendid address on "The Spirit of Rotary" will be an inspiration to our membership.

A number of very fine souvenirs and prizes, distributed among the ladies, were donated by about forty of our members, and this was a very pleasant feature of the entertainment.

On January 9th the board of directors and chairman committee tendered Retiring President Andrew a complimentary dinner at the Hotel Cadillac, followed by a box party at the theatre. As the affair was informal, every one had a fine time and Ed, who was taken entirely by surprise, was made to realize that "He's all right."

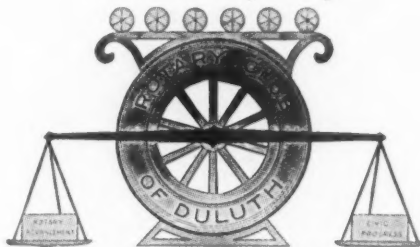
Our membership for the past year has increased from 176 to 232, and our weekly attendance at meetings increased from an average of about 80 to an average of more than 120, and this year we will beat that record several city blocks.

ELTON HASCALL, *Assoc. Ed.*

Have You Ever Sat Down

To a Southern "shore and sea-food" dinner? The Houston fellows have told many promising and interesting things about this feature of convention entertainment. Fresh crabs, fried fish, barbecued meats, roasting ears, strawberry shortcake and the wonderful sweet Texas watermelons are enough to make any Rotarian's mouth water and cause him to want to be at the convention next June.

DULUTH (Minn.).



Just as we thought we were going to have a chance to crow over Duluth's being the only city in the northern part of the country that went through the winter without snow, the old woman began to pick her geese and we got a beautiful blanket of "the beautiful." It made things look more seasonable and helped business, and the small boys who got sleds from Santa Claus were equally rejoiced with everybody else, so it seems safe to say that the snow was really popular. But we came within an ace of having a green Christmas and even as late as New Year's day a tug was seen chasing around the bay.

But even with the snow on the ground, Rotarianism is busy in Duluth. President Frank A. Randall is pushing all departments of the work, and is keeping the club in live shape. In fact, the membership is growing and the meetings are keeping up their good attendance, in spite of the counter attractions of curling, skiing and other winter sports.

Meanwhile the Duluth club is glad to acknowledge receipt of seasonable cards from different clubs in this country and even some from over the Atlantic. All refer to the good time the senders had at the meeting here, and Duluthians hope the good time can be repeated here sooner or later.

One thing the Rotary club here has taken up is the "city brightening" idea, and "Brighten-up" Borgen has been made chairman of the committee to look after the local work. He has already received assurances from the railroads in the city that they will see to the cleaning up of their rights of way to the end that these may be no blot on the city's general appearance.

No doubt other clubs have had their attention directed to the seamen's service bill pending in Congress. The Duluth club heard statements regarding it at a recent meeting, and indorsed resolutions opposing it on the ground that it would be a severe blow to passenger traffic on the Great Lakes. Copies of the resolution will be sent to the Minnesota delegation in Congress.

We have been glad to have our genial and hustling secretary, George H. Bate, among us once more on a normal footing. George is a living example of the possible results of apparently trivial things. It was just a little ordinary, everyday piece of ice on the sidewalk that put George to the bad, for when he stepped on it, it slid. George did likewise, and the result was a strained knee that first laid him up and finally put him on crutches when he did get out.

One thing that we are pleased to chronicle is the report of Wilbur J. Allen of the cordial reception he received recently at Jacksonville, Fla. He was in that city during a trip to the south, and made his presence known to the Rotarians there. Some of the boys had been in Duluth at the meeting

here, and they took him in hand and made him feel at home. It was the same story that other travelers from Duluth have told—a story that proves that Rotarianism is not a passing shadow, but the real thing and that it carries with it a spirit of fellowship that is worth while.

Something of which we are justly proud, we believe, is our little publication, "The Spokesman," which we get out once a week. Charles H. Mackintosh is the editor and he fills its four 6 x 10 pages with live and lively matter that is catchy and interesting. Charles is a native of Merrie England but he has become a Duluthian and is helping to boost Duluth and Rotarianism. Incidentally, Charles' mind runs to metricalities, and in "The Spokesman" he is "metering" out various little idiosyncrasies of the members of the Duluth club. We would be glad to arrange an exchange list with other clubs that have similar publications.

WM. F. HENRY, *Assoc. Ed.*

EVANSVILLE (Ind.).

Another Rotary Song.

(Air: "Take a Little Tip from Father.")

By V. C. LEWIS.

Secretary Evansville (Ind.) Rotary Club.

Dedicated to Chesley R. Perry.

The livest thing we know is Rotary

Isn't it, my boys?

Each one to SERVICE is a votary;

Meeting is a joy.

When folks come to you for your good advice,

Explain the game and the Rotary name

Then light up your pipe and say:

Chorus

Take a little rest from working;

Take a little breathing spell.

Get far away from the office grind,

Don't keep on working till you're almost blind.

Cents and dimes, many times

Will get you in bad,

So when you find a bunch like this one,

Get in with them, you live wire lad.

We folks on earth make quite a family:

Every kind of men.

Some are gay, but most of them clammy

Work right to the end.

Let us give to you this real, good advice—

On every Tuesday

Come and take lunch with the Rotary bunch.

And you'll be glad to say:

Chorus

This short bit of rest from working;

This short breathing spell

Has got my mind away from bus-i-ness;

Has cleared my aching head of dizziness.

Many times, in all climes

When your head feels bad,

Just mingle with a bunch like this one

And you'll be cured, my live wire lad.

FORT WORTH (Texas).

One hundred and one! That's the membership of this club. We think we are going some for a young club. And the best part of it is that we are only well started. Watch us grow.

We have one member who has joined under a classification different from any in the Rotary world. Captain B. B. Paddock, a retired capital-

ist of our city and the honorary president for life of our Chamber of Commerce, has joined the Fort Worth Rotary club, giving as his occupation "town loafer" and his place of business, "his wife's house."

The Tiger and Goat attendance campaign is over. Alas, the associate editor, he himself a Tiger, must report that the Goats won by eleven advantage in attendance at six meetings. This defeat, in a few words, means that the Tigers must feed the Goats and their ladies, the Tigers personally acting as waiters.

We are still giving the members the opportunity one each week of bragging about himself and "tooting his own horn," believing as we do in this philosophy: "He that tooteth not his own horn, the same shall not be tooted." And, too, the prize winner at the drawing each week must at the following meeting toot loud the horn of the man who donated the prize that he was fortunate enough to win.

Fort Worth is going to entertain the state convention of Texas Rotary clubs early in the spring and we are now making preliminary arrangements for this eventful gathering. What we won't plan for our Texas Rotarian brothers won't be worth planning.

At each meeting nowadays some one member donates an article that is auctioned off by one of our "spouting" members, the proceeds from which are placed into the entertainment fund for the Texas state convention. There are two stimulants to enhance the liveliness of the bidding, one to buy something worth while, the other to contribute towards this entertainment fund.

At a recent meeting one of the Rotarians, S. L. Johnson, local manager for the Texas Bithulthic Paving Company, gave as his prize a check for \$5.00, the understanding being that whoever drew this check should not cash it but spend it with a brother Rotarian who would in turn spend it with another and so on till January 15th, when it might be deposited and cleared through the clearing house. Already this check is covered with the indorsements of several Rotarians and we are sure that the donor will be proud of that cancelled check.

H. C. BURKE, JR., *Assoc. Ed.*

HOUSTON (Texas).



"Aren't you growing to feel that Rotary is becoming a part of yourself?" This is the sentiment that expresses exactly the present attitude of practically every Houston Rotarian. Since the Buffalo convention stunts to increase this wonderful club's interest and for each individual member's benefit have been many and varied. Every "man-jack" of the 350 membership is now anxious to get busy on the work for a successful Fifth Annual Rotary Convention.

Our Rotary club lost its second member by death on January 4th, the deceased being C. L. Johnston. It is planned to hold a memorial service for deceased members in connection with the Rotary birthday celebration at the February night meeting.

The club expects to fill the magnificent municipal auditorium of seven thousand capacity at its minstrel show next month. All the talent will be from the local organization and a noon parade is planned on the day of the performance to be of novel character, each member to furnish his own make-up and costume.

The things we did last month will be found on page 72 in the new department of stunts.

Messrs. Cornell, Wheeler, Freeman, Westover and Kiesling, as the executive-committee-of-five are supplementing the work of the central convention advisory committee. Everything is working smoothly for the biggest Rotary convention to date and for a wonderful entertainment as well. Don't let anything keep you away from Houston the week of June 21st!

J. C. DICNNE, *Assoc. Ed.*

JACKSONVILLE (Fla.).

Following the intent of a certain article in the Rotary constitution, the Jacksonville Rotary Club is becoming very much interested in civic affairs.

At a recent meeting of our club we had as guests of honor Prof. F. A. Hathaway, superintendent of public instruction of Duval county, and Mr. W. M. Stockton, chairman of the board of public instruction. These gentlemen addressed the club on the subject of school betterment for Jacksonville. The club unanimously adopted a resolution indorsing the movement for a bond issue adequate to the present needs which were estimated at one million dollars.

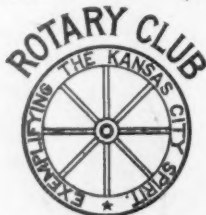
From the various speeches made by prominent members of the club and the interest manifested in the subject by the Rotary club, it is safe to say that Duval county will soon have an additional million dollars for schools. Whenever the Jacksonville Rotarians indorse a movement for civic improvements the success of that movement is assured.

The Rotary club membership is composed of men who do things. They always act as a unit, and regardless of personal feeling when a unanimous vote of the club declares for the indorsement of any good movement, nearly all of the Jacksonville Rotarians are sincere workers for its success.

Our orange crop is large; our tourist crop is perhaps the largest the state has ever known, and the climate this year has been ideal. Nearly all of our days are bright and full of sunshine and happiness.

F. O. MILLER, *Assoc. Ed.*

KANSAS CITY (Mo.).



OF KANSAS CITY

So many clubs are coming into Rotary that there will be little if any space left in THE ROTARIAN for other matter than club news. Consequently I shall boil my letter down to a mere statement of happenings.

Thursday, December 11th, luncheon and address by Ex-mayor Lew Shanks, of Indianapolis.

Thursday, December 18th, luncheon and address by Edward F. Trefz, Chamber of Commerce of the United States.

Christmas and New Year's coming on Rotary Thursday, we held a big dinner for the women Tuesday, December 30th. After the dinner twelve big vaudeville acts were staged.

F. L. BRITTAIN, *Assoc. Ed.*

JOLIET (Ill.).

Rotarian Harvey Weeks who started the Go-to-Church Day movement for this city has found himself nationally famous. The movement has been taken up throughout the country and the "boy broker," as he is called by the Chicago papers, has received many invitations to speak on the subject. His favorite maxim is "Get people to think in a crowd and they will act in a crowd." Most people, is the contention of Rotarian Weeks, go to the ball game because a crowd goes. He says the same thing is applicable to church going. Local church attendance has increased twenty-five per cent since go-to-church day here and it is a success elsewhere. Chicago was the latest to take up Mr. Weeks' plan.

Attorney Maurice Lennon, of the local club, gained considerable notoriety in his successful defence of Mrs. Alice Davis Sing, recently acquitted of the murder of her husband, Charles Sing, Chinese tong leader.

Rotarian John Anderson is contemplating a trip to Scotland on business. The writer is planning to accompany him on the trip.

Owing to the rush of business during the holidays, but one meeting of the Rotary club was held during December. At this meeting a very interesting talk was given by Parker Sercombe of the Chicago Committee of Safety. Mr. Sercombe said and proved it by interesting data, that a person is safer on the streets than in the home judging from the proportion of casualties.

A movement has been started by the Rotary club for a park system for the city. This movement has been taken up by the city in general and its completion is looked forward to.

"Old Man" Lord, sponsor of the Joliet club, has added another line to his many business enterprises. He is now making a face cream for the fair of Rotary and others.

LEONARD H. FREDERICKS, *Assoc. Ed.*

LOUISVILLE (Ky.).



The recent attendance contest of the Louisville club was one of the most successful stunts that local Rotarians have ever pulled off. The "Tigers" won the event by a margin of four, the contest having extended over half a dozen meetings. Each "Lion" entertained a Tiger at the luncheon of December 23rd, the feed being made unusually enjoyable on this account.

More aggressive boosting is now being planned by the club, the boosts not only being confined to

announcements in "Sparks," the club paper, but being followed up by letters sent out in behalf of each man receiving the boost. The old plan of selecting names of those to be boosted by lot, drawing the cards at each meeting, did not prove satisfactory on account of the fact that no specific way in which to boost was indicated. The new plan, especially in connection with letter-writing, is expected to make the boosts amount to something tangible.

The Rotary club of Louisville turned down vigorously a plan to increase the membership dues, which was proposed by the board of directors, but voted an assessment of \$2 per member in order to supply the sinews of war which had been lacking. An increase in the initiation fee was also put into effect. The reason given for not increasing the dues was that it might discourage the addition of new members or even cause some members to drop out. It was felt that making the dues as low as possible would be the best way to attract new members, and in view of this it is probable that a more active membership campaign will be instituted.

Rules for membership in the Louisville club have been defined and the safeguards which have been placed about the matter are such as to insure the acceptance of any man whose name is voted on, as well as practically insuring acceptance of each name by the club. The club has had the experience of having its tender of membership declined after the name had been favorably voted on; and, on the contrary, names proposed have been voted down after the practical acceptance of membership had been obtained by some individual member, who was consequently embarrassed by the action of the club. The new rules are expected to eliminate both of these features.

The Henry Watterson Hotel, the Rotary hotel of Louisville, has found its mezzanine dining-room too small for the club and the luncheons and dinners are now being served in the main dining-room on the first floor.

R. A. McDowell, the Rotary attorney, recently gave the club a very illuminating and interesting address on the subject of the income tax, explaining the mode of collection and the various features in which members of the club were interested.

C. H. Hamilton, the Sheldon School representative in Louisville and secretary of the Rotary club, recently won a \$5.00 gold piece offered in a salesmanship contest. Half a dozen entries made the event unusually enjoyable.

G. D. CRAIN, JR., *Assoc. Ed.*

MONTGOMERY (Ala.).

As this is our initial letter we believe it will be best to merely give a few "club notes" and as we get better acquainted later on we promise to send in some "nifty" stuff from time to time.

Montgomery is probably the latest Rotary city but believe me, the man who conceived Rotary must have at some time in his career mingled with our people or been within hearing distance. Every Montgomerian seems to be a born Rotarian and the spirit of good fellowship, both in and out of our club, is something marvellous. This city has long been known for its law-abiding, prosperous and happy people.

Our club was organized about three months ago with a charter membership of about fifteen. We now have about fifty members, each one more en-

thusiastic than the other. There are about fifty more proposals before the membership committee who are scrutinizing and investigating very carefully before passing on anyone. There is no difficulty in getting new members but we want the very best, measured from all standards, in the respective lines of industry and professions and we are going to have them. We will have a roster of at least one hundred by March 1st.

We meet for luncheon at one o'clock in the grill room of Eddye Taylor's Gay-Teague Hotel every Wednesday except the last Wednesday in each month when we have a business meeting and dinner at six thirty. It certainly is a *GAY Teague Hotel* when we are in session.

At each of these meetings, which last from forty-five minutes to one hour, fifteen minutes is allotted to one of the members in which to make a "spooch" and tell all he is willing to tell about himself and his business. These are selected alphabetically. From the other end of the alphabet there is selected a member who gives each of the others present a souvenir of his business. We are all wondering what Lee Holloway, our brilliant attorney member, will do when his turn for souvenirs comes. We are proud to say that our attendance at these meetings has averaged ninety-five per cent.

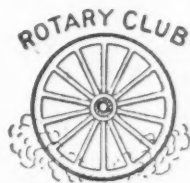
At our last weekly meeting Billie Black, our lovable secretary, than whom there is no more methodical, systematic and general all round competent secretary in any club anywhere, conceived the brilliant idea of "stalling" Crick Crenshaw (who loves to talk) by whispering to the president to call on him (Crick) to get up and call each member present by name, giving his occupation, etc. Crick was equal to the occasion, however, and did the job to perfection.

Before this letter is published we will have entertained the Birmingham (Ala.) club and we are thinking of asking either the Seattle or the London club to come and visit us.

Elbert Hubbard wrote "A Message to Garcia" in fifteen minutes after supper. I went him one better and wrote this in ten minutes before breakfast.

A. B. MEYER, *Assoc. Ed.*

NEW ORLEANS (La.).



We are pleased to report new life has been instilled into the members of the local club by the enthusiasm and progressiveness of the new officials.

Of the seventeen officers and directors recently elected by the Contractors and Dealers Exchange, the following are members of our club: George H. Egdorf, James H. Aiken, George M. Leahey, F. L. Bixler, Peter Schaff, Victor Lambou, O. K. Olsen and R. A. Thompson.

Rotarian W. B. Utley has been elected president of the New Orleans Paint, Oil and Varnish Association.

At the last dinner meeting, Attorney Henry W.

Robinson addressed the club on "The True Spirit of Rotary." Among the things he said were that Rotarianism teaches the lesson of service, it makes a man a better man, makes him give full weight and the best quality, makes him a better citizen and more valuable to the community than he would be otherwise, and that it is the Golden Rule applied to every-day business.

At each dinner meeting, the members in turn arise and announce their names and line of business. In this way one is able to associate the person, name and business.

We had the pleasure of electing twelve new members last month.

The officers of our club are always glad to meet visiting Rotarians.

JOHN T. CREBBIN, M. D., *Assoc. Ed.*

NEW YORK CITY (N. Y.).



On Saturday, January 10th, we expect to have a lunch with special features, such as speeches from prominent business men outside of Rotary in the city. The idea is not only to get up some enthusiasm in Rotary from outside influence, but to bring Rotarianism to the attention of the outside world and get talked about. Rotarianism in New York is an entirely different proposition to what it is in smaller cities. It is only a drop in the bucket, a pebble on the beach, a zephyr as compared to a hurricane, but one drop of aniline will color the entire contents of the bucket, one pebble joined to others will make a conglomerate rock, and a zephyr can become augmented into a hurricane, so that the small word passed from mouth to mouth about Rotary will soon make it renowned and sought after.

The thing said about something is almost as influential as the thing itself, but a picture of the thing is stronger still, so if we can always keep a mental image of Rotarianism before us we will be the better exponents of that cult and never cease to carry its influence wherever we go.

I think Secretary Perry must have had some such idea in mind when he sent us that beautiful picture of himself for a holiday greeting. He fairly seems to beam with goodfellowship and true Rotarian spirit, and as I sit here writing this he looks down upon me with those eyes that seem to reach the core of things portraying a power to move whom he comes in contact with and do the right thing at the right time, and if he could speak would say, "Whatever you do, do the best you can for your fellow man, but before you do it be sure he is a Rotarian."

J. LEFFINGWELL HATCH, M. D., *Assoc. Ed.*

PATERSON (N. J.).



The Paterson Rotary Club is certainly booming. For its December meeting it had as its guest and principal speaker, Dr. Frederick A. Cook, the Arctic explorer, who described to about seventy-five members and their guests the commercial aspect of the Arctic regions, mineral wealth, plant and animal life, the habits and customs of the Esquimaux and their religion and education, which was thoroughly enjoyed by those present. A resolution was offered and carried unanimously which placed the club on record as favoring a federal investigation of the Cook-Pearry controversy, as all Dr. Cook is asking for is fair play and an investigation by Congress or by an international body of polar experts.

The Rotary club expects to give a special ladies' night and entertainment some time in February.

Brother Rotarian Sykes, the druggist of the Rotary club, was burnt out on the morning of December 30th while he was home sick with the grippe, but a committee of Rotarians was organized immediately to look after his affairs and a special committee called upon him at his home to offer help of any kind. Mr. Sykes' business was fully covered by insurance and he expects to resume business very shortly, as he has the grit and aggressiveness which are some of the qualifications necessary for a Rotarian.

W. B. BRYANT, *Assoc. Ed.*

PEORIA (Ill.).

Peoria interest in Rotary is climbing all the time—with an 85 per cent attendance at meetings of our club and a 30 per cent additional in visitors.

Among our recent interesting and instructive talks have been:

Rotarian Truitt on farm improvement.

State Senator Daily on the new Illinois public utilities law.

Dr. Baldwin on his recent trip to the Philippines.

Rotarian Ray on the Dalton adding machine.

Rotarian Rennick on the principles of Rotary.

This last talk is, to my mind, one of the best things that has been produced as an explanation of what the Rotary club is. The editor has promised to print it in full in an early issue of THE ROTARIAN and I advise you to watch for it and read it thoughtfully when it appears.

ROWAN RAY, *Assoc. Ed.*

HONEST JOHN URGES US TO BATHE.

John Westover, the Houston member of the association's convention program and topics committee says, It's worth the trip to the convention, June 21st just to make sure of the visit to Galveston and a dip into the Gulf, even incidentally or "accidentally." Westover says, The Galveston claim to possessing the best surf-bathing in the world is an honest one. It is planned to have all delegates and visitors at the Houston Convention conveyed through courtesy of the Houston club, to Galveston one afternoon and night of the convention proper. This feature of the entertainment is said to be one of the most promising for real relaxation.

PHILADELPHIA (Pa.).



The Rotary spirit of Philadelphia made a fitting close for 1913, when in answer to an appeal by Mr. George A. Hendrich for the poor children of the city, every member responded so that 30,000 young hearts were gladdened by gifts both pleasing and useful.

Committees of members were appointed to distribute the gifts in different sections of the city and the various Santa Clauses had as much pleasure as those who received their tokens.

Once again have Rotarians shown that to help others is the keynote of the organization, and this novel movement has brought a host of new friends to Rotary members of the City of Brotherly Love.

L. M. FENTON, *Assoc. Ed.*

PITTSBURGH (Pa.).



Thirty-five new members taken in during the month of December against thirty new members admitted in the month previous! We are growing. Why shouldn't we? Pittsburgh is some city and our Rotary club is some club.

P. P. Trump, manager of the Underwood Typewriter Company, gave us an interesting talk on the Underwood typewriter recently. They have always secured first prize in speed contests. Their output exceeds all others, viz, five hundred and ten a day. Mr. Emil Trefsgar, speed expert and British champion, gave us an exhibition of stenographic speed.

W. B. Brenneman, president of the Peerless Biscuit Company, told us that the blisters in crackers weigh something and are sold. A pound of crackers put up in cartons really costs the consumer twenty-three cents a pound, while its equivalent of loose crackers would only cost ten cents. The high cost of living may be attributed to the faddists.

Oscar T. Taylor, our attorney, recently gave us a talk on the income tax. This complicated law seems clear to us now. Taylor, by the way, mends suits but does not make them.

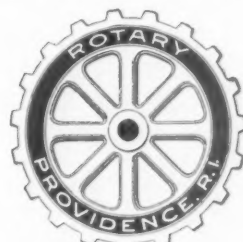
Recent visitors from other Rotary clubs were Byers of Rochester, Ingalls of Columbus and Aborn of Cleveland. They all brought glad tidings with them.

W. L. DECOURSEY, *Assoc. Ed.*

Reciprocity:

A widow teaching a clergyman how to tango, in return for his kindness in having shown her how to swim.

PROVIDENCE (R. I.).



At our monthly meeting, held at Crown Hotel on December 1st, a novel feature was introduced by President Cameron. It is our regular custom to call the roll of membership, each member responding as his name is called by rising, stating his business, the firm he represents and the address, but at this meeting, as each member entered the dining hall, he was given a number, a duplicate of which was placed at one of the covers on the table, the member seated himself in accordance with the number. When the roll was called, instead of the member responding as usual, the member stood up and the President called some number, the member holding the number called had to rise, state the member's business and address whose name was called. This created quite a good deal of interest and merriment. It was, however, surprising to see how many there were among the members who did not know the business and address of the other members.

E. P. SMALL, *Sec'y.*

RICHMOND (Va.).



On the second Tuesday in December, our club, after a short business meeting, proceeded to the Lyric Theatre—the occasion being the "grays" treat to the "blues," due to the former being defeated in the attendance contest inaugurated last June. One half of the orchestra circle was reserved for members who thoroughly enjoyed the performance. At the close of the regular theatrical performance Rotarian Alvin Smith and Peter Jones entertained with songs—then with much ceremony the club presented Brother Alvin Smith with a cut glass punch bowl and glasses, as the date of meeting was also Smith's birthday. Mayor Ainsley, a good Rotarian, assisted J. T. Palmatory in the presentation.

On December 23rd a very enthusiastic meeting was held. Our secretary, being absent, wired his regrets from St. Paul. Speeches by President Corley and J. Taylor Curtis were thoroughly enjoyed and appreciated.

RUFUS S. FREEMAN, *Assoc. Ed.*

ST. LOUIS (Mo.).



The St. Louis Rotary Club gave a party to the ladies of the organization on Thursday evening, December 11th in the rose room of the Buckingham club, which was tastefully decorated for the occasion. There were 149 present. Bags, containing souvenirs donated by each Rotarian, were given to each lady. The contents of these bags were worth about \$1800.00. 25 prizes were awarded by Miss Kuhn, daughter of Rotarian James Kuhn. Rev. Dr. W. W. Williamson delivered an eloquent and pleasing address on "Religious Significance in Business." We were charmed with his logic and his eloquence.

It is proposed that these meetings shall be repeated and it is believed future dinners or parties of this nature will enjoy a much larger attendance. President Tompsett and Mr. Kuhn, who acted as his aid in arranging this party, deserve the appreciation and thanks of the St. Louis Rotary Club.

Many St. Louis Rotarians are beginning to look with happy anticipation towards the Southwest. They all seem to want to know something about Texas. Old Houston had better get ready to take care of a few St. Louisians next summer.

The weekly luncheons have enjoyed a very satisfactory attendance and every month we are adding valuable members to our club. We would appreciate the visit of any active, hustling brother Rotarian who may have an opportunity to call upon us.

J. E. GEISSINGER, *Assoc. Ed.*

ST. PAUL (Minn.).



During the month of December the meetings of the St. Paul Rotary Club were extremely interesting.

The meeting of December 9th was attended by nearly the full membership, being held at the Hotel St. Paul, and the club heard a very interesting talk on the "Income Tax" by Rotarian W. H. Oppenheimer.

On December 16th the club met at the magnificent new white plant of the St. Paul Bread Company. After being taken all through this sanitary building and instructed on the intricacies of bread-making by Rotarian Bill Morris, lunch was served in one of the rooms, after which we had a few informal speeches.

The meeting of December 23rd was held at Carling's Downtown and was in charge of Rotarian Roth. This meeting was one of the largest of this season in point of attendance. Each member was

supplied with a Christmas stocking filled with a variety of samples and souvenirs, provided by the different members. A very interesting talk was given by Randall J. Niles of the St. Paul Fire Department, and the secretary of state board of fire prevention, Rudolph Schimmel, gave us very interesting facts and figures on the prevention of fire.

President Webster has hit upon a very happy idea in closing each meeting by putting this thought up to the members: "What have you done for your fellow Rotarians since last week?"

S. GREVE, *Assoc. Ed.*

SAN ANTONIO (Tex.).



At the Associate Editor's Round Table to be held at the Houston Convention next June I am going to propound this question: How can an Associate Editor present live, interesting items about the doings of his club when he has to have his letter in Perry's hands on the 5th of January and the magazine doesn't come out until the 10th of February?

In illustration of this, five minutes ago I called up our wide-awake president, Hayes, and said "Herb, I haven't a blessed thing to write about for the Rotarian and my letter must go off tonight. Tell me what to say."

"Why," he answered "Tell them about our municipal Christmas tree, the finest thing our club ever pulled off, and about our minstrel show where we made fifteen hundred dollars toward entertaining the delegates next June. You have all kinds of news to write about."

Then I stopped him and reminded him that these important things happened in December; that it is now January; that stuff written now will appear in February; and that news which is two months old can hardly be classed as Rotary service.

These home truths seemed to sober him for there was a long pause during which I could distinctly hear his small daughter protest at being put to bed so early, and then he finally said.

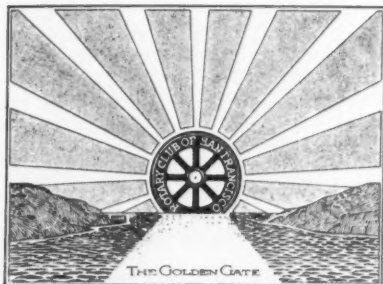
"Well if it must have a February date line, tell them that on Washington's birthday the San Antonio club is going over to Austin in a body to return the Austin club's recent visit here, and to fittingly celebrate the birthday of Rotary."

J. R. SPRAGUE, *Assoc. Ed.*

All Aboard for Galveston.

The Houston Rotarians feel so generous that they have decided to lend the whole Rotary convention to their neighboring city at Galveston for one afternoon and evening. From the convention hall to Houston, the delegates will be transported to a convention hall in Galveston. President Greiner will carry along his assortment of gavels and the business will proceed until it is time to go to dinner with the sons of Galvez.

SAN FRANCISCO (Cal.).



Activity in the Rotary Club of San Francisco has been very live since the new administration took hold of affairs with the beginning of December, under the able direction of H. J. Brunnier, the new president, and the youngest man the San Francisco Rotary Club has had to direct its affairs so far.

Special attention during the month of December was given by members of the club to "boosting," particularly men in lines of business who could be patronized for the holidays and their Christmas sales were increased by this special attention.

A number of members of the club are doing business on Kearny street, one of the principal business thoroughfares in San Francisco, and at one of the luncheons during the month, the chair was turned over to them and stereopticon views were thrown on a screen, showing each man in front of his place of business and each gave a short talk on his classification. It was an interesting novelty and one that might well be copied by other clubs.

A new loose-leaf roster, with one whole page devoted to each man, giving a description of his business, together with his photograph, will soon be issued by the club. The size will be 3x5 and when a new member comes in or any change is made, the loose-leaf method will permit the roster being kept up to date.

Following the craze of dancing, the club is arranging for a "Dansant" in the near future and there is an open classification in the club for "Tango teacher."

C. DEVENS HOLMAN, *Assoc. Ed.*

SEATTLE (Wash.).



It is only in summarizing the monthly activities of the Seattle Rotary Club that we are brought to a realization of what an important, pulsating, en-

ergetic organization we are a part. In addition to the aftermentioned activities we are fortunate in having a committee that presents a weekly program of acquaintance features, business talks, stunts and entertainment of such a high character that we can boast of an average attendance of over one hundred and forty.

Some time ago, when the question arose as to which city should have the honor of handling the National Conference of Charities and Corrections, the claims of Seattle were favorably considered but there was some doubt as to the advisability on account of the heavy financial expense to be incurred. The Seattle Rotary Club, true to tradition and principle, settled this matter effectively when it came forward and guaranteed the financing of the Conference and it is with pleasure that we announce the final report showing all indebtedness liquidated at an expense to the Rotary club of over four thousand dollars.

An innovation, in the form of a Municipal Christmas Tree, was presented to the people of Seattle and judging from the attention, remarks and manner in which the attending thousands received the addresses, solos, choruses and orchestra and band selections the event was a great success and will become an annual affair. The City Hall Park, magnificently illuminated and a special platform arranged for the participants, served as an appropriate setting for the large illuminated Christmas tree. Rotarians exclusively, with their usual public spiritedness, came forward and donated practically everything necessary to the successful culmination of this affair.

In Seattle we have an organization called the City Conference Committee—a clearing house for ideas, suggestions, protests, petitions, etc.—which enjoys the entire public confidence. It is non-political and non-sectarian, receives no remuneration for services, acts in advisory capacity only, is unusually efficient, highly respected and a call to membership is an honor highly appreciated. To such a committee we have, as an organization, been asked to send two members. Our representatives are Clifford Wiley and Joseph Jacobs. This is just another indication of the esteem in which the Seattle Rotary Club is held—an organization standing for quality and service.

It is with great pleasure we welcome visiting Rotarians and recently we have had the pleasure of visits from President Hardy of the Toledo club and President Higgins of the Victoria club. In this connection we have appointed a "Flying Squadron" composed of twelve members whose duty it shall be to see that all visiting Rotarians henceforth shall be properly taken care of and this can be done effectively only when the visitors register with the secretary.

It is rarely that a city with a summer climate all the year round is so situated that its inhabitants can enjoy all the beauties, sports and recreations of a Northern winter. This, however, was the privilege enjoyed by over a hundred Seattle Rotarians, who, on January 16th, journeyed from Seattle in less than four hours to Scenic Hot Springs—in the heart of the Cascade Mountains—there to enjoy for the week end sleighing, tobogganing, skiing and other winter sports. These outings are strongly encouraged by our members for the good reason that they engender a closer acquaintanceship otherwise impossible.

W. A. GRAHAM, JR., *Assoc. Ed.*

SIOUX CITY (Iowa).



The following new officers will rule over our club of "Live Indians" the coming year: President, Frank S. Lamar—a dealer in office and filing devices (an old hand at the gavel). Vice-President Thomas B. Hutton—general agent for the Equitable Life Insurance Company of Iowa. Secretary—The same old J. O. K.—who believes that if business interferes with Rotary—cut out the business. Treasurer, Edward T. Kearney, banker. Sergeant-at-Arms, S. L. Soelberg, a seven-foot Norsk, wholesale crockery merchant.

There are no politics in Sioux City Rotary. A genuine non-partisan, commission form "primary" brought forth the candidates, which were again sifted, with the above result. The same system was used in selecting the board of directors, who are as follows: Len O'Harrow, retail shoe dealer; H. A. Hoskins, secretary Sioux City Gas Company; M. G. Clark, superintendent of schools; August Williges, furrier; Dr. Frank Murphy, physician; W. L. Frost, real estate; Ed. J. Wallen, president Sioux City Tent & Awning Company.

We are honestly proud of this bunch. They are Sioux City's finest. There were some close races, and every man that was beaten was as good as those selected. Watch us in 1914!

Our club mourns the loss of one of its members by death. George W. Wilson, president of the Sioux City Box Company, passed away during December. He was a fine old gentleman who had a keen appreciation of the Rotary spirit. We shall miss him.

The delegates from other cities who had the pleasure of meeting Tom Hutton (one of our delegation at Buffalo) will be pained to learn of the double misfortune that befell him a few weeks ago. First, he was badly injured in an accident and while yet bed-ridden, was dealt another blow when his wife was suddenly called away. Rotarians did all they could to alleviate his distress, and Tom is bravely recovering from the shock. It is in times like this that we begin to realize what Rotary means to us.

JNO. O. KNUTSON, *Assoc. Ed.*

SPRINGFIELD (Ill.).



The Springfield Rotary Club has adopted a regular schedule for its meetings, and is living up to it with true Rotarian fidelity. What seems to have be-

come an accepted feature of the meetings are fifteen minute talks from not more than two members, their subjects relating to the business in which they themselves are engaged. During the past month, a half dozen exceedingly interesting and instructive addresses have been made.

At a recent meeting letters of New Year's greetings from all over the United States were read by the secretary. We were pleased to have also a letter from the Rotary club of Belfast, Ireland.

Another exceedingly interesting feature of this meeting was the presentation to the president by H. E. Barker of a gavel made from flooring taken from a building recently torn down, in which Abraham Lincoln had his office. On presenting the gavel, Mr. Barker made the following remarks:

"I want to say that it is a Rotary gavel throughout. With a Rotary motion on a turning lathe, it was shaped and fashioned and every fibre of it is alive with the spirit of our order. My purpose is to explain the origin of this wood and so fix its history in your mind that every time our worthy president uses it, it will not only secure your attention but by the sound and sight, will remind you of that which will keep aroused the very best there is in you.

"In 1835 when our city was but eleven years old, a building was erected in what was then known as 'Hoffman's row,' just north of Washington on Fifth street. Two years later a room on the second floor of this building was used as a law office, and I want you to imagine if you can, this plain room with its ordinary furnishings and its bare floor of hard oak wood, for it is a part of this old oak flooring from which this gavel was made.

"Imagine, too, if you can, the taller of the two law partners, a man whose six feet four inches would tower over any now in this room, and whose feet, correspondingly large with his frame, as he paced back and forth over this floor meditating on how to secure justice for his clients, would cause to vibrate, not only the tables and chairs in the room, but the very structure itself.

"This piece of wood, my brothers, has vibrated at the step of this tall man, whose name was Abraham Lincoln. His feet, Lincoln's feet, passing to and fro over and across the office room, have vibrated into this wood his very spirit, so that when you hear its sound, may it suggest to you his footsteps and presence, and in that presence, may we Rotarians highly resolve that Lincoln's work shall not have been in vain. With Lincoln's face pictured in our emblematic wheel, with the sound of his footsteps, as it were, in our ears, with his presence, in spirit at least, in our very midst, may we as a society and as individuals, join with others in striving to bring about that condition among men that Lincoln had in mind when he said, 'With malice toward none, with charity for all, with firmness in the right, as God gives us to see the right, let us finish the work we are in, to bind up the nation's wounds and to achieve a just and lasting peace among all men.'

The attendance of the meetings has averaged about 75 per cent of the full membership of the club, which is now 91. Hereafter, on every alternate week the club will dine at noon, and immediately after the meeting will visit in a body some local industrial, commercial or public service institution. Every second week the club will dine in the evening, the occasion to include short talks by members and routine business.

VICTOR E. BENDER, *Assoc. Ed.*

SUPERIOR (Wis.).



An out-of-town visitor at one of our weekly luncheons expressed surprise when he learned of our plans for assisting in the development of the agricultural resources of north west Wisconsin. He characterized us as altruistic. We feel that we have been given undeserved praise. We are trying to build up the rural sections, not only for the good of the country population but for the benefit of our city as well. We want to see the agricultural development keep pace with the commercial and transportation facilities which are making new records each year.

At present our major activity is on the question of rural credits; a matter to which President Wilson devoted one-sixth of his last message to Congress. The plan which we are evolving is similar to what has now become known as "the Ashland dairy plan." Funds guaranteed in part by the business men of the city are loaned by the bankers for the purchase of pure-bred dairy cattle, to be put out among the farmers. This constitutes a long time loan which is repaid by the farmer from the monthly proceeds of his dairy.

It has also been discovered that many high-grade cattle are being slaughtered for beef and plans for a cattle exchange which will prevent the sacrifice of this valuable stock are also being completed. It is predicted that when the plan for rural credits is once worked out it can be applied to various phases of farming and need not be limited to the dairy proposition only. We expect our first car-load of blooded cattle to arrive in Superior for distribution sometime in April.

J. P. O'CONNOR, *Assoc. Ed.*

SYRACUSE (N. Y.).

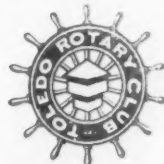


We feel sure that Rotarians everywhere will want to know of the excellent charity in which the Syracuse club is engaged; the way in which it is handled and the results obtained. We have been striving to interest ourselves in worthy objects of a civic character and have invariably brought our organized body of men to a point where they have put their Rotarian shoulders to the wheel and made a success of every undertaking.

On Page 71 of this magazine will be found a recital of what our club undertook to do and did during the holidays just past. We want other clubs to go and do likewise. It is work that brings happiness both ways. We know for we have had the experience.

H. L. DAVIS, *Assoc. Ed.*

TOLEDO (Ohio).



Toledo Rotary can report nothing startlingly new and therefore does not feel that it should take up much space. We can lay claim, however, to some of the liveliest, snappiest meetings one could hope for.

Toledo Rotary has little to say about business. Its aim is to interest its membership in the other fellow, and we feel that our attendance and interest is magnificent, when we take into consideration the above facts. Our membership, by the time you read these lines, will be close to 160—a membership carefully and slowly taken in, with the result that we are a happy, harmonized family, with no dissensions and a fine feeling of good fellowship.

We have been having some mighty profitable talks lately on the new currency bill, the income tax, flood prevention and other topics pertinent to business men.

H. H. STALKER, *Assoc. Ed.*

WASHINGTON (D. C.).



The representative of the national capital in the International Association of Rotary Clubs is flourishing. At the last two meetings it was necessary to provide additional tables to accommodate the unexpected large attendance. President John Dolph and Secretary George W. Harris, both live wires, saw to it that the Rotary wheel of interesting and entertaining features revolved without diminution of speed.

At each meeting of the Rotary Club of Washington an address is delivered by a real man on a topic that invariably holds the close attention of the entire membership present. At the last meeting but one, Rotarian E. C. Graham, president of the National Electrical Supply Company, told in a truly fascinating way just how his company had developed from a losing concern to a profitable proposition, relating facts of unquestioned value to Rotarians in all other lines of business.

Rotarian William C. Johnson, general agent in this city of the United States Express Company, at the last meeting told of how the express business is conducted, dwelling on details not generally known but of vital importance to his confreres who, largely, are patrons of express companies. The information imparted was not only enlightening but of actual value to the listeners.

Pleasant incidents of the Yuletide were the receipt by each Rotarian of artistic cards of greeting and best wishes from President Dolph personally, and from the executive committee of the Washington club.

Delegations from the local club recently attended sessions of the Rotary clubs of Baltimore, Md., and Richmond, Va., and were hospitably received.
C. FRED COOK, *Assoc. Ed.*

WICHITA (Kan.).



The Wichita Rotary Club has been particularly interesting itself in industries. It has given a good deal of attention to the jobbing and wholesale interests of the city which are very large. It would be a physical impossibility for the club, as a whole, to visit the 315 manufacturing institutions of the city, but probably one hundred of them, including the prominent and the very large industries, have been visited first and last by teams of the club. A very thorough inspection trip of jobbing houses also was recently made.

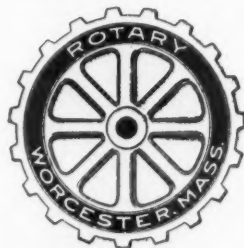
In this way, the Rotary club acquires a first hand knowledge of the town; of what makes it go; of its heart and motive power. Many of the younger members of the club had theretofore never visited, or in any way had any knowledge of the manufacturing and jobbing institutions.

Especially during the pendency of measures like the tariff and currency bills, the element of criticism and discontent has crept in in many places. In order that there might not be any such vein in Wichita, as Rotarians believe there is no material reason for it, they have developed a spirit of cheerfulness and optimism that radiates far beyond the walls of the room in which the club happens to be.

The club had a Christmas celebration entirely its own, when it sought to bring back to the minds and hearts of its members the Christmas spirit of childhood and injected play and levity into its proceedings on that occasion. In this connection it assisted materially in philanthropic moves common to the Christmas time in all large cities.

The club, for the coming year, has lined up a number of important speakers for luncheons and dinners, when the subjects under consideration—always serious and useful ones—will receive debate and discussion following the completion of the speakers' remarks.
R. H. FAXON, *Assoc. Ed.*

WORCESTER (Mass.).



In my last letter I stated how it was the intention of this club to take the initiative in several civic betterments, and I have the following to report: The question of "public waiting stations" which has been agitated for some time, but never by any civic organization, was taken up by our club, and the stations are now an assured thing.

Another of the suggestions at our November meeting was to provide sign posts for the guidance of automobilists and other travelers entering Worcester by the principal highways. These signs have been purchased bearing the Rotary Club insignia—a wheel above which is the word "Worcester," and at the bottom the words "Rotary Club." In a large red heart at the hub appear the words "Glad to See You," and on the reverse side in place of the latter, are the words "Come again." We anticipate fun in setting these posts, as the membership has been divided into four squads to do the work, and the last two to return to the starting point are to furnish a Dutch supper to the winning squads. Captains of the squads were presented with long shovels at a recent meeting.

The subject of discussion at our December monthly meeting was "What can the merchants of Worcester do to keep Worcester's trade in Worcester," which resulted in the appointment of a committee of seven to bring the suggestions to the attention of the Chamber of Commerce, that some definite plan might be devised.

Our club joined with the other civic life of the city in placing a municipal Christmas tree on the common. The idea was a new one in Worcester, and it was voted a success, to be repeated again next year.
H. B. SIMMONS, *Assoc. Ed.*

"Rotarianism is like a well conducted bank. Put something in it. Then you can draw out."

IMPORTANT, IF TRUE!

The Houston Rotary Club, through its Hotel Committee, guarantees absolutely no advance in rates at the Convention in June.

In addition to the Rotary Hotel, The Bender, of four hundred rooms and the new Rice of six hundred rooms, the club recommends the Cotton Hotel, Bristol Hotel, Hotel Brazos, Milby Hotel, Macatee Hotel, and the De George Hotel, as modern, fire proof and first-class in every respect.

Houston Rotarians suggest that reservation be made through their hotel committee chairman, W. A. Reynaud, 307 San Jacinto St., Houston, Texas, U. S. A.

CLUBS OF THE DOMINION OF CANADA

TORONTO (Canada).



On Wednesday, December 10th, the Toronto Rotary Club held a banquet and informal entertainment at the Ontario Club which was a splendid success from every standpoint.

The banquet was held in lieu of the Wednesday noon-day lunch, and during the entire dinner much good-natured repartee was indulged in between the "Arts" and "Crafts" sections of the club who are fighting for supremacy in the attendance contest.

The "Crafts" defeated the "Arts" for the first time since the contest started, having a majority of five members, but what the "Arts" lacked in numbers they made up in noise, having originated a college yell which is as follows:

Isch ka bibble, Crafters!
Who are we?
We are the "Arts" of the Rotary;
Are we in it? Well I guess!
Always a win for A. R. T. S.

Captains Bellinger and Stanton, of the "Crafts" and "Arts" respectively, were called upon for addresses and responded nobly.

The dinner was further enlivened by the singing of popular songs from a song sheet distributed around among the tables.

Messrs. J. C. Williams and Burdick A. Trestrail sang two parodies on popular songs deriding the "Crafts" but did not meet with much success as their voices could not be heard over the howls of the "Crafters."

After the banquet, most of the members were called upon for impromptu replies to numerous toasts.

There were about a dozen visitors present, including Mr. J. E. Doane, managing director of the

Cadillac Motors, Limited, a member of the Montreal Rotary Club, who came as a guest of Mr. G. McWilliams, Manager of Hyslop Brothers, of Toronto, who handle the Cadillac Motor Car.

The Toronto Rotary Club has developed into the liveliest and most progressive club in the town, and this banquet served to advertise our quality in a striking manner. Another banquet is planned at the National Club here later in the season, at which the ladies will be invited with their friends.

BURDICK A. TRESTRAIL, *Assoc. Ed.*

VANCOUVER (B. C.).

Three well attended luncheons formed the usual program for December and the unusual was a banquet on December 12th in honor of the ladies of Rotary. This was held in the building of Henry Birks & Sons, manufacturing, wholesale and retail jewellers—a building just completed a few months ago and housing one of the finest stores in America.

Over 200 happy Rotarians and their ladies attended and after an excellent dinner, listened with pleasure to a good program. Headliners from the Orpheum and Pantages theatres provided some enjoyable numbers and there were also good speeches from several club members.

Through the courtesy of Henry Birks & Sons their manufacturing departments were kept in operation and were thrown open for the inspection of the visitors. Rotarian George E. Trorey, manager of the company, had prepared a beautiful spoon, emblematic of Rotary and of the firm, and one was presented to each Rotarian lady. Dancing to the music of the orchestra concluded an evening that was a rare success for pleasure and the "get-acquainted" principle of Rotary.

We were pleased to have a visit from the President of the Toledo, Ohio, club, who brought us greetings from his club and told of the wonders of the Rotary convention.

December has seen an addition to our membership and a growth of fellowship. Nor did we forget others, for our club made a handsome donation to the Christmas fund of the Province, one of our largest daily newspapers.

J. REGINALD DAVISON, *Assoc. Ed.*

CLUBS OF THE BRITISH ISLES

DUBLIN (Ireland).



Rotarianism in Dublin has marched forward during 1913. Make no mistake, the seed has taken

root. The prospects for 1914 are very good. There is a lot yet to be done—but, well we are going to try to do it.

Rotarianism in Dublin has already justified itself in the number of "discoveries"—discoveries of "live wires," "jolly good fellows," etc. For me (pardon the poor Associate Editor's tiny reference to himself) Rotarianism has made business life in Dublin ever so much better. It has made Dublin Rotarians alive to the fact that their doings are being watched and compared, that good fellows all around the globe—certainly all around America—are taking an interest in Dublin because of its Rotary club. Well, I can truthfully say that we Dubliners take a very keen interest in our brothers across the water.

Monday night, December 29th, our last gather-

ing of the year was Dublin's "best yet." Over 60 members assembled for dinner at the Imperial Hotel. It was a great night. Rotarians dined, sang, romped, joked and made delightfully merry around a huge Christmas tree, which was laden with gifts contributed by Rotarians. There were over seventy gifts in all, from an Irish suit length to a toy bugle. Every man jack of us came away with our "toy." President Findlater, always a happy chairman and a tremendous inducer of brevity and order, was in his wittiest vein at our Christmas treat. Some of his "hits" evoked rounds of laughter.

It was a grand wind up to a good year.

T. A. GREHAN, *Assoc. Ed.*

EDINBURGH (Scotland).

Rotarians being confirmed optimists, it may be thought that associate editors of our magazine put on their rose-colored spectacles when they sit down to write their monthly letter. In Edinburgh at least we do not have to do that. Our affairs are themselves of the colour of the rose. Rotary here is kicking, booming, humming—however you like to describe healthy, bounding activity; tis the "livest wire" in the city at the present moment. One reason—perhaps the principal reason—is that Rotarians in this quarter feel that they have got a big proposition on hand, and they are determined to see it through. This is no less than to encourage and direct the great industrial expansion which Edinburgh will see before it is much older. The great coal fields in the vicinity, the vast extent of which we are only beginning to realize, are

being rapidly developed and Edinburgh is resolved to reap something of the advantage which this expansion will bring to this neighborhood.

Rotarians are at the head of the movement. A paper on the subject, read at a recent luncheon and subsequently published in one of our newspapers, has concentrated public attention to the possibilities and now industrial expansion is one of the chief themes of discussion on the platform and in the press.

Lately the machinery of the Rotary club was thoroughly overhauled. A council was established, and under its guidance a number of committees have been set to work on various aspects of Rotarian enterprise. Men of influence in the city have been invited to address the members at the luncheons and dinners on matters of public and business interest. At the last luncheon before the Christmas holidays, Professor Patrick Geddes, an authority on town-planning of European fame, spoke on his special subject and on the need for enlisting the forces of science on the side of industry and commerce. He spoke with almost as much snap and point as an American Rotarian—and that is the last word in horse sense and "go." The City Treasurer, a man of the younger school, and a Rotarian in spirit, has engaged himself to come to the next monthly dinner; and other men of light and leading have caught on to the movement and are helping on Rotary, even though they are not of its number.

In a word Edinburgh Rotary is "all right," and much more will be heard of it in 1914 than in 1913.

T. B. MACLACHLAN, *Assoc. Ed.*

A MESSAGE FROM A ONCE SHY ROTARIAN!

(From Philadelphia.)

We hear so much—the fellows who were at Buffalo are just FULL of it—about the great good ROTARY is doing, that shy as I am, something bids me tell you what ROTARY has done for me. This ain't "con"—it's simply plain homely appreciation of what's happened to me and so long as you don't know who's doin' the "gasin'" I guess there ain't no come back.

SALES?—No, I haven't sold a thing and I've been a Rotarian for over two years, yet I've gotten things out of ROTARY that are darn sight better than mere sales—for instance:

ROTARY sets me up as a LEADER—THE representative of my business—mighty hard work keeping up to it—but—modestly—I think I'm doing it.

ROTARY having set me up as a LEADER has encouraged me to be a bigger, broader, better, business man.

ROTARY having set me up as a LEADER, has caused me to be noticed.

ROTARY made me get on my feet and tell about my business and I've made several TOLERABLE speeches since.

ROTARY having caused me to be noticed has extended my CIRCLE OF BUSINESS INFLUENCE.

ROTARY has made me CONSIDERATE of my fellow.

ROTARY makes you feel GOOD because you are CONSIDERATE.

ROTARY oh gosh, what's the use, ain't you glad you're one? I AM!

HAPPY ROTARIAN.

P. S.—I haven't made any sales and I don't want to—it's just SERVICE—mutual service I want to give YOU.

More or Less Personal



The Executive Committee of the International Association of Rotary Clubs together with the chairman of the convention program and topics committee and the chairman of the transportation committee will meet in Houston on February 16th to perfect plans for the convention.

H. P. Pratt of Tacoma recently travelled across the American continent to take unto himself a wife in Boston. He then concluded to take a run over to London with Mrs. Pratt before returning to Tacoma. Having the proper letters of introduction he found a royal welcome awaiting him from the London Rotarians.

Frank L. Mulholland is now president of the Rotary Club of Toledo. Former President Geo. E. Hardy and Secretary H. H. Stalker of the Toledo club recently spoke before the Rotary Club of Grand Rapids upon the meaning and operation of Rotary.

Chairman W. J. Berkowitz, of the convention program and topics committee spent one January afternoon in conference with the secretary at headquarters regarding the convention program.

R. W. Hunt of Sioux City after having closed up another important deal is now looking for other fields to conquer. "Bob" is getting a well deserved reputation as a reorganizer and systematizer of business propositions that need attention.

Former President L. J. Rumford at Winnipeg has been making a tour of the United States inspecting the most recent developments in modern laundry machinery.

We may have a Rotary club in San Juan, Porto Rico. At any rate President Walter Whetstone of Philadelphia is on a business trip to Porto Rico and it is easy enough to put two and two together and figure out the result.

Rotarian Thos. P. Jones of Los Angeles gave a red hot talk on Rotary to the sales managers of the Shredded Wheat Company at Niagara Falls.

Distinctivudality R. T. Arnold of Jacksonville and Distinctivudality Junior Geo. L. Ralston of Los Angeles are in a lively contest to see which one can get the greatest number of Rotary printers lined up for a printers' section page in THE ROTARIAN. The Mississippi river is the dividing line for their operations.

Geo. M. Woodward who achieved fame as chairman of the real estate section and one of the

Houston 1914 boosters at Buffalo has assumed the responsibilities of the secretaryship of the Houston Rotary Club.

Rotarian C. C. Fleteher of Harrisburg was a prominent figure at the annual convention of the Minnesota Mutual Life convention at St. Paul.

There were a score of Rotarians in attendance at the recent convention of commercial school teachers in Chicago. Among them was Ben Williams of Des Moines who signed up Geo. Landis Wilson of Chicago to address the Des Moines club at their annual meeting.

Division Vice President, John E. Shelby is certainly setting a pace in the extension work. He expects to show a gain of from 500 to 1000 per cent in clubs in his division before the Houston convention.

Allen D. Albert of Minneapolis Rotary was the speaker at the annual meeting of the Rotary Club of Milwaukee, and not only told his hearers something of ideals but also told them how to get business out of Rotary.

Rotarian David C. Farrar of Pittsburgh is proving himself a very active chairman of the committee on Official Publication. He is in constant communication with the members of his committee and with the associate editors as well as with the editor.

Secretary B. W. Alexander of the Rotary Club of Cleburne, Texas is pleased to state that they have as great a body of men as can be found in any club anywhere with a 95 per cent attendance from their membership of 26 during the past five months. Secretary Alexander offers his thanks through THE ROTARIAN to the many clubs of other cities who wrote to Clebourne Rotarians such timely letters of encouragement.

Vice President Geo. W. Bahlke of the Rotary Club of Richmond has in the course of business been compelled to move his headquarters from Richmond to Baltimore where he will be superintendent of the Patapasco district for the Metropolitan Life.

The Rotary Club of Denver at the suggestion of its new president, Dr. C. A. Ellis sent out to the other Rotary clubs a 1914 calendar with a beautiful photographic picture of Estes Park.

The secretary has received the following invitation: The Business Men's League of Hot Springs, Ark., hereby extend a hearty and cordial invitation to you and the members of your association to visit our city, either going or returning from your convention, which will be held in Houston, Texas. Hot Springs has long maintained the reputation of being the "world's greatest health and pleasure resort" and a visit is always worth while. Centrally located, with its miles of mountain drives, matchless climate and scenery, numerous points of interest, unlimited entertainment facilities, the finest water on earth and a hospitality second to none, she bids you welcome. Come to Hot Springs and you may rest assured nothing will be left undone to make your visit a memorable one.

Rotarian Bismark Heyer of Fort Worth is going to be the special editor for the All-Texas section of the June issue of THE ROTARIAN. It will be difficult to cover such an empire as Texas in the usual allotment of space but if any one can do it and not have any city feel that it has been slighted, Rotarian Heyer is the one that can turn the trick.

Rotary Club of Philadelphia claims to be the first organization in that city to stand sponsor for universal extensional education. Six months ago Rotarian Walter Whetstone of Philadelphia went as a delegate of his club on a pilgrimage to the University of Wisconsin, in the City of Madison, to learn how the State of Wisconsin is accomplishing universal education to the masses. He came home brimful of enthusiasm for the work and found in his absence the Philadelphia Rotarians had elected him president of their club. With the assistance of former President Glenn C. Mead and other leaders in the club, President Whetstone launched the universal Extensional propaganda, aiming for a state wide movement, the center of which is Philadelphia. The first meeting that was held in the advancement of the cause was estimated to cost \$1,000.00 and the Rotary Club of Philadelphia promptly subscribed \$250 of this amount, calling upon the other organizations of the City of Philadelphia to contribute the balance, which they did. What the Philadelphia Club is doing has been done, is being done and will be done by every other Rotary club in the United States for the desire for education and the realization that the American people, admittedly the best educated in the world, have only entered upon the better and truer education, will cause this movement to become national, if not international, in its character.

Clarence J. Hartley president of the Superior (Wisconsin) Rotary Clubs says: "We are at present engaged in working out a plan whereby we will borrow money from the banks of this city to loan to farmers to buy stock and silos; the business men of the city guaranteeing the loans. We believe this to be one of the most practical and effective movements for the advancement of the commercial interests of this city and country which any organization has ever undertaken here."

The shipping interests of the Great Lakes of the United States are very much aroused over what

is known as LaFollette's Seamen Bill wherein the ordinary regulations or extraordinary regulations made for ocean steamships are to be extended to cover the inland lake marine. The Rotary Club of Buffalo has taken the lead in arousing opposition to the bill claiming that as it stands the enforcement of its provisions would result in putting out of business practically all the passenger carrying lake steamships with consequent inconvenience and business loss to the citizens of Buffalo and other lake ports.

The Value of Rotary Meetings.

"If a man said to you—If you will give one hour of your time once a week (which you must spend at lunch anyway), I will guarantee to introduce you to a man at the head of a firm in every line of business in your City, make them your personal friends, make them believe in you, stamp you and your firm as the representative in your line of business—have them say, 'He must be all right, he is a Rotarian,' have them help you in a business way, boost your firm, listen to you whenever you have something to tell them about your business, and give you the opportunity to get ideas about the general business of your city, would you tell him 'NO, I am too busy'?"

"Rotary luncheons give you all that and infinitely more. Are you one of the too busy kind? Think it over! !"

H. R. BASFORD, San Francisco.

A Rotary Club.

Did you ever observe a bunch of women getting up a big picnic dinner? One furnishes the sandwiches, one the fruit, one the pickles, one the salad and so on until the collection includes everything necessary for a perfect picnic dinner.

So it is with the Rotary club. We each contribute what we can to the general fund and, in turn, we each partake of a feast of ideas, information and enthusiasm.

Are you staying away from the picnic?

Are you living on pickles alone?

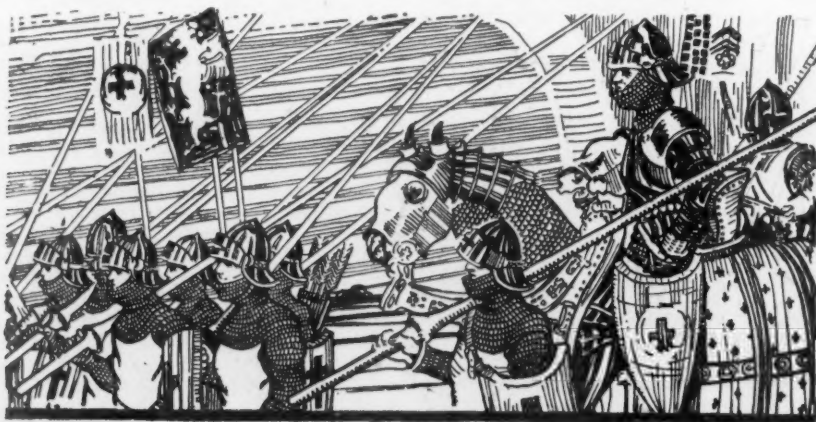
Get busy.

A. W. ADAMS, Tacoma.

The Rotarian.

Here's to the man on whom one can rely, and
Here's to his lasting success.

May his specie continue to multiply, and
His shout never grow less.



Why Is "The Rotarian"

The Best Advertising Medium for Rotarians?

BY JOHN O. KNUTSON

(Sioux City)

This is one of the papers that received honorable mention in the Gold Emblem Watch-Fob Contest

Why is "The Rotarian?" The correct answer will justify the assumption that "The Rotarian" is a profitable advertising medium for Rotarians as the question implies.

As the official organ of Rotary, the circulation of "The Rotarian" is as indispensable among Rotarians as that of any trade publication can possibly be to the trade it serves.

The prime consideration usually given an advertising medium is the *quality* of its circulation. Who dares say that any publication under the sun has a clientele of higher quality? Elbert Hubbard claims superior quality for the circulation of his publications (and I think correctly), because his subscribers are men who have learned to do some thinking on their own account. This is true of "The Rotarian" with the enormous added advantage of a mental attitude towards anything Rotarian that is unapproachable in any other class of readers.

Rotarians have learned the meaning of Loyalty, Unselfishness, and Candor. A Rotarian is taken at his face value among Rotarians, for he has learned the lesson of Rotary—SERVICE, and his statements concerning what he has to sell are not discounted.

You cannot overestimate the advertising value of this mental attitude. Rotarians gladly grant you a legitimate profit on your goods as they know you cannot "give something for nothing?" We understand the word "Service" to mean, not Charity or Philanthropy, but an expression of upright, square, and honest exchange that at once elevates your vocation to the highest ethical standard, and brings you just returns proportionate to the service you render.

— Therefore, Rotarian, if you have a commodity that can be profitably distributed outside of your own town, there is no better medium than "The Rotarian" through which to express yourself. Thousands of your fellows are looking for your announcement. Do not "hide your light under a bushel," but let it shine through the columns of our magazine so that all Rotarians may see your good works and glorify the cause of *Service* under whose banner we are enrolled.

The ROTARIAN

Published by the
BOARD OF DIRECTORS of the
INTERNATIONAL ASSOCIATION
OF ROTARY CLUBS

Office of Publication,
Mount Morris, Ill., U. S. A.

Chesley R. Perry,
Editor and Business Manager.

Suite 1014, No. 910 Michigan Ave., Chicago,
U. S. A.

Telephone, Harrison 23; Cables, "Interotary."

Subscription Price: 15 cents the copy, \$1.00 a
year in the U. S., \$1.25 in Canada, \$1.50 in
other Countries.

Advertising Rates will be furnished on Applica-
tion.

Entered as second-class matter June 29, 1912, at
the Postoffice at Mount Morris, Illinois, under
the act of March 3, 1879.

A WARRANTED NECESSITY.

Our magazine is not published for profit but on the other hand we can't afford to have it a bureau of charity.

The cost of production is constantly going up and the circulation is increasing steadily, joyfully and enthusiastically.

Therefore, we find an increase in advertising rates not only necessary but fully warranted.

It is coming quickly so if there are any who were "thinking of sending in an advertising contract," if there are any such—well, don't say I didn't give you warning.—C. R. P.

COMMITTEE ON OFFICIAL PUBLICATION

D. C. FARRAR (Pittsburgh), Chairman.

D. H. BOWER (Detroit)

J. C. DIONNE (Houston)

CHAS. H. DEWEY (London)

A. E. HUTCHINGS (Kansas City)

ASSOCIATE EDITORS

M. V. Dolan.....	Albany, N. Y.	H. U. Nelson.....	Minneapolis, Minn.
W. B. Seabrook.....	Atlanta, Ga.	A. B. Meyer.....	Montgomery, Ala.
A. G. Smoot.....	Austin, Tex.	John S. Lewis.....	Montreal, Que.
J. Thos. Lyons.....	Baltimore, Md.	Eugene M. Kerr.....	Muskogee, Okla.
M. G. Muse.....	Beaumont, Tex.	Stephen C. Burrowes.....	Newark, N. J.
Wm. Dick.....	Belfast, Ireland	Geo. F. Winter.....	New Castle, Pa.
William F. Seward.....	Binghamton, N. Y.	Jno. T. Crebbin, M. D.....	New Orleans, La.
John Sparrow.....	Birmingham, Ala.	J. L. Hatch, M. D.....	New York City, N. Y.
Winthrop C. Richmond.....	Boston, Mass.	Herbert C. Montgomery.....	Oakland, Calif.
Herbert L. Hart.....	Buffalo, N. Y.	Eug. Whittington.....	Oklahoma City, Okla.
Hubert H. Pfeil.....	Camden, N. J.	J. B. Fickes, M. D.....	Omaha, Nebr.
Carl Dehoney.....	Cincinnati, Ohio	Wm. B. Bryant.....	Paterson, N. J.
C. N. Landon.....	Cleveland, Ohio	Rowan Ray.....	Peoria, Ill.
Edward R. Parsons.....	Columbus, Ohio	E. Miner Fenton.....	Philadelphia, Pa.
Lawrence Miller.....	Dallas, Tex.	W. L. DeCoursey.....	Pittsburgh, Pa.
W. L. Purcell.....	Davenport, Iowa	John T. Dougall.....	Portland, Ore.
W. E. Harbottle.....	Dayton, Ohio	Carlton F. Freese.....	Providence, R. I.
George E. Turner.....	Denver, Colo.	Jesse Rood.....	Pueblo, Colo.
O. R. McDonald.....	Des Moines, Iowa	Rufus F. Freeman.....	Richmond, Va.
E. F. Hascall.....	Detroit, Mich.	T. A. Sharp.....	Rochester, N. Y.
T. A. Grehan.....	Dublin, Ireland	L. E. Reid.....	St. Joseph, Mo.
William F. Henry.....	Duluth, Minn.	J. E. Geissinger.....	St. Louis, Mo.
T. B. MacLachlan.....	Edinburgh, Scotland	S. Greve.....	St. Paul, Minn.
H. C. Burke, Jr.....	Fort Worth, Tex.	J. R. Sprague.....	San Antonio, Tex.
A. P. Perkins.....	Galveston, Tex.	J. F. Haight.....	San Diego, Calif.
R. T. Halliday, M. D.....	Glasgow, Scotland	C. D. Holman.....	San Francisco, Calif.
Robert M. Hattie.....	Halifax, N. S.	Wm. A. Graham, Jr.....	Seattle, Wash.
C. R. McCullough.....	Hamilton, Ont.	John O. Knutson.....	Sioux City, Iowa
W. S. Steele.....	Harrisburg, Pa.	Chester Wynn.....	Spokane, Wash.
W. H. Rourke.....	Hartford, Conn.	Victor E. Bender.....	Springfield, Ill.
Harry Van Demark.....	Houston, Tex.	John P. O'Connor.....	Superior, Wis.
Mark Dennis.....	Indianapolis, Ind.	Harry L. Davis.....	Syracuse, N. Y.
F. O. Miller.....	Jacksonville, Fla.	Wm. G. Stearns.....	Tacoma, Wash.
Leonard F. Fredericks.....	Joliet, Ill.	Don M. Nixon.....	Terre Haute, Ind.
F. L. Brittain.....	Kansas City, Mo.	H. H. Stalker.....	Toledo, Ohio
H. M. Bushnell.....	Lincoln, Neb.	B. A. Trestrail.....	Toronto, Ont.
Augustine Ried.....	Liverpool, England	J. R. Davison.....	Vancouver, B. C.
George Doland.....	London, England	Capt. T. J. Goodlake.....	Victoria, B. C.
H. C. Warden.....	Los Angeles, Calif.	James Hays Quarles.....	Waco, Tex.
G. D. Crain.....	Louisville, Ky.	C. Fred Cook.....	Washington, D. C.
R. J. Neckerman.....	Madison, Wis.	Ralph H. Faxon.....	Wichita, Kan.
Peter Thomason.....	Manchester, England	A. W. Morley.....	Winnipeg, Man.
Col. D. B. Starkey.....	Milwaukee, Wis.	H. B. Simons.....	Worcester, Mass.

Official Directory

INTERNATIONAL ASSOCIATION OF
ROTARY CLUBS



Headquarters.

Suite 1014, No. 910 Michigan Ave., Chicago, Ill.
U. S. A.

Telephone, Harrison 23; Cables, "Interotary."

OFFICERS.

1913-1914.

President—Russell F. Greiner, 10th & Central
Streets, Kansas City, Mo., U. S. A.

Vice-Presidents—

Burton E. Pfeiffer, 485 Main St., Buffalo, N.
Y., U. S. A.

John E. Shelby, 1816 2nd Ave., Birmingham,
Ala., U. S. A.

Mack Olsen, 254 K. P. Block, Des Moines,
Iowa, U. S. A.

Paul M. Pope, Colcord Bldg., Oklahoma City,
Okla., U. S. A.

Robert Robertson, 575 12th St., Oakland, Calif.,
U. S. A.

W. A. Peace, 22 Victoria St., Toronto, Ontario,
Canada.

J. F. C. Menlove, 706 Somerset Bldg., Winni-
peg, Manitoba, Canada.

R. W. Pentland, 24 Frederick St., Edinburgh,
Scotland.

Treasurer—R. F. Chapin, Union Trust Co.,
Tribune Bldg., Chicago, Ill., U. S. A.

Secretary—Chesley R. Perry, Suite 1014, No.
910 Michigan Ave., Chicago, Ill., U. S. A.

Sergeant-at-Arms—J. H. Conlon, 204 Wood
St., Pittsburgh, Pa., U. S. A.

DIRECTORS.

1913-1914.

Roger M. Andrews, 308 South Broadway, Los
Angeles, Calif., U. S. A.

William Findlater, 30 Upper Sackville St., Dub-
lin, Ireland.

J. B. Giffen, 543 Hastings St., Vancouver, B. C.
Russell F. Greiner, 10th and Central Streets,
Kansas City, Mo., U. S. A.

Herbert J. Hayes, 130 W. Commerce St., San
Antonio, Tex., U. S. A.

Eugene G. MacCan, 432 Hotel Imperial, New
York City, N. Y., U. S. A.

Frank L. Mulholland, 1311 Nicholas Bldg.,
Toledo, Ohio, U. S. A.

Thomas H. Noonan, 42 Delaware Ave., Buf-
falo, N. Y., U. S. A.

Frank E. Randall, Providence Bldg., Duluth,
Minn., U. S. A.

Wm. G. Stearns, 301 Chamber of Commerce
Bldg., Tacoma, Wash., U. S. A.

PAST PRESIDENTS.

Paul P. Harris, 1317 Unity Bldg., Chicago, Ill.,
U. S. A.

Glenn C. Mead, 818 Real Estate Trust Bldg.,
Philadelphia, Penna., U. S. A.

COMMITTEES 1913-1914.

The Executive Committee.

President Greiner and Directors Mulholland
and Hayes.

Business Methods.

Geo. Landis Wilson, Chairman, 323 W. Lake
St., Chicago, Ill., U. S. A.

Public Affairs.

Allen D. Albert, Chairman, care Minneapolis
Tribune, Minneapolis, Minn., U. S. A.

Inter-City Trade Relations.

John D. Cameron, Chairman, 156 W. Exchange
St., Providence, R. I., U. S. A.

Official Publication.

D. C. Farrar, Chairman, 717 Empire Bldg.,
Pittsburgh, Pa., U. S. A.

Convention Program and Topics.

W. J. Berkowitz, Chairman, 20 Tracy & Berk-
owitz Ave. Kansas City, Mo., U. S. A.

Publicity and General Information.

E. L. Skeel, Chairman, 1009 Alaska Bldg., Seat-
tle, Wash., U. S. A.

International Education.

Capt. R. L. Queisser, Chairman, Schofield
Bldg., Cleveland, Ohio, U. S. A.

Code of Ethics.

Robt. W. Hunt, Chairman, care Sioux City
Machine & Tool Co., Sioux City, Iowa, U.
S. A.

Good Roads.

Thos. A. DeVilbiss, Chairman, 1304 Door St.,
Toledo, Ohio, U. S. A.

Transportation.

J. M. Tompsett, Chairman, 1324 Washington
Ave., St. Louis, Mo., U. S. A.

AFFILIATING ROTARY CLUBS.

Arranged in three Divisions: United States, Canada, Great Britain and Ireland.

United States.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

ALBANY (N. Y.).

President—BEN V. SMITH, Optometrist, 50 N. Pearl St. Phone, Main 2279-1.
Vice-President—CHARLES M. WINCHESTER, Vice-Pres. and Gen. Mgr. J. B. Lyon Co., Printers, Lyon Block. Phone, Main 2565.
Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale Hats and Caps, 472 Broadway. Phone, Main 2530.
Meetings, Friday of each week at 1 p. m., Hotel Ten Eyck.

ATLANTA (Ga.).

President—HUBERT W. ANDERSON, Maier & Berkle, Diamonds and Jewelry, 31-33 Whitehall St. Phone, Main 3161.
First Vice-President—HENRY W. GRADY, Mgr. Southern Engraving Co., Photo Engraving, Constitution Bldg. Phone, Main 704.
Second Vice-President—BEN LEE CREW, Phillips & Crew, Pianos, Musical Instruments, 82 N. Pryor St. Phone, Main 891.
Secretary—HOWARD GELDERT, Coke Davis Ins. Agency, Insurance, Fire and Casualty, 504 Grant Bldg. Phone, Ivy 2598.
Meetings held first and third Tuesday of each month.

AUSTIN (Texas).

President—R. L. RATHER, McElwath & Rather, Attorneys, 816 Scarbrough Bldg. Phone, 992.
Vice-President—FRED K. FISHER, Fisher & Skelley, General Insurance, 706 Scarbrough Bldg. Phone 1767.
Secretary—FRED E. RIGHTOR, Supt. Texas Bitulithic Co., Contractors for Bitulithic pavement, 605 Scarbrough Bldg. Phone, 2219. Address mail to P. O. Box 314.
Meetings every Friday at 1 o'clock p. m.

BALTIMORE (Md.).

President—WILLIAM D. GILL, Wm. D. Gill & Son, Wholesale Lumber, 1311 Philpot St. Phone, Wolfe 220.
Vice-President—GEORGE G. MUTH, Gen. Mgr. Muth Bros. & Co., Wholesale Druggists, 23-25 S. Charles St. Phone, St. Paul 480.
Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg. Phone, St. Paul 2031.
Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennett, Liberty and Clay streets, Club Headquarters, Hotel Rennett, Liberty and Clay Streets. Phone, St. Paul 1800.
HOTEL: Rennett. The Rotary Hotel of Baltimore. European plan. Centrally located.

BEAUMONT (Texas).

President—J. E. EMERSON, Mgr. Beaumont Electric Light & Power Co., 2025 Calder Ave. Phone, S. W. 1622.
Vice-President—W. F. KEITH, Dunlap Drug Company, 1810 Calder Ave. Phone, B. T. 1052.
Secretary—M. G. MUSE, Mgr. Rosenthal Dry Gds. Co., 1716 Broadway. Phone, S. W. 1484.
Meetings held Wednesday of each week at Hotel Crosby.

BINGHAMTON (N. Y.).

President—FREDERICK W. BRANDT, Investment Bonds, 303 Press Bldg.
Vice-President—GEORGE L. NELSON, Children's Carts & Sleds Mfg., 100 Murray St.
Secretary—CLARENCE L. FRENCH, Correspondence Instruction, 312 Press Bldg.
Luncheons Wednesday 12:30 to 1:30 p. m.
Meetings last Wednesday of month at 6:15 p. m.

BIRMINGHAM (Ala.).

President—HARRY B. WHELOCK, Architect, 19 Steiner Bank Bldg. Phone, Main 1016.
Vice-President—J. E. SHELBY, Pres. Cable-Shelby-Burton Piano Co. Phone, Main 1282.
Secretary—JOHN C. HENLEY, care Birmingham Publishing Co.
Luncheons every Wednesday at 1 p. m. to 1:45 p. m., Gold Lion Tea Room. Business Meetings, 1st Friday of month at 8 p. m., Chamber of Commerce.

BOSTON (Mass.).

President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 14 Oliver St. Phone, Main 6230.
Vice-President—A. W. BLACKMAN, Pres. and Treas. D. F. Munroe Co., Wholesale & Retail Paper Bags, Twine, 290 Congress St. Phone, Main 5100.
Secretary—RALPH G. WELLS, John Hancock Bldg. Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.
Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings held on second Monday of each month at 6:30 p. m. Hotel Nottingham.
HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

BUFFALO (N. Y.).

President—DAVID C. HOWARD, Pres. Delaney Forge & Iron Co., Forgings, 300 Perry St. Phone, Federal 1332; Bell, Seneca 252.
Vice-President—CHRISTOPHER G. GRAUER, Secy. Otto Ulbrich Co., Booksellers, Stationers, Engravers, 386 Main St. Phones, Federal 127; Bell, Seneca 717.
Secretary—WILLIAM J. CHOWN, President Chown School of Business, Commercial Bookkeeping, Short-hand, Typewriting, 535 Ellicott Sq. Phone, Fron. 26802-Sen. 870.
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler. Club headquarters at office of Secretary.

CAMDEN (N. J.).

President—RALPH D. BAKER, James F. Baker Co., Real Estate & Fire Insurance, 924 Broadway. Phones, Bell 794 L; Eastern 254.
Vice-President—JOSHUA C. HAINES, Camden Van Co., Storage & Moving Co., 610 Walnut St. Phones, Bell 414 A; Keystone 858.
Secretary—WM. A. STEWART, Moffett & Stewart, Inc., Architects, Jessup Bldg., 531 Federal St. Phone, Bell 1535.
Luncheons every Tuesday in each month, except 1st Tuesday, 12:30 to 1:30 p. m. at Hotel Ridgway, Delaware Ave. and Market St. Monthly meetings 1st Tuesday of month at 6:30 p. m. at the places of business of the different members.

CHICAGO (Ill.).

President—GEORGE LANDIS WILSON, Pres. F. Cortez Wilson & Co., 323 W. Lake St. Phone, Main 1523.
Vice-President—HERBERT C. ANGSTER, President Chicago Well Supply Co., 317 W. Ohio St. Phone, North 2261.
Secretary—ALFRED A. PACKER, Ventilating Systems, 1302 No. 19 S. La Salle St. Phone, Randolph 608.
Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608. Club dinners 2nd and 4th Thursdays, 6:30 p. m., at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph, in the West Room.
HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.
HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

CINCINNATI (Ohio).

President—JOHN H. DICKERSON, Mgr. The J. B. Moos Co., Cigars Wholesale, 511 Sycamore St. Phone, Can. 4275.
First Vice-President—CHARLES E. ROTH, Treas. The J. C. Roth Packing Co., Meat Packer, 1010 Oehler St. Phone, West 2360.
Second Vice-President—ROBT. HENSHAW, Ass't Secretary, The G. Henshaw & Sons Co., Furniture (retail), Elm & Canal Streets. Phone, Canal 2216.
Secretary—CHAS. B. WILBERDING, Tailor, 206 Neave Bldg. Phone, Main 3922.
Club Headquarters and Secretary's office, 206 Neave Bldg. Phone, Main 3922.
Meetings held at Sinton Hotel, Assembly Room, every Thursday for noon-day luncheon at 12:30 p. m. (No luncheons during July and August.)

CLEVELAND (Ohio).

President—A. C. KLUMPH, The Cuyahoga Lumber Co., Lumber & Boxes, 1948 Carter Road. Phone, Central 1208; Main 5118.
First Vice-President—G. W. KINNEY, The Kinney & Levan Co., China, Glassware, House Furnishing Goods, 1375 Euclid Ave. Phone, North 1890.
Second Vice-President—CHARLES Y. McVEY, The Cuyahoga Telephone Co., Telephone Service, 206 Electric Bldg. Phone, Central 31; 264.
Secretary—H. O. LEINARD, The Cuyahoga Telephone Co., Telephone Service, Electric Building. Phone, Central 31.

Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 2631-W, North 75. Weekly luncheon every Thursday at 12 o'clock in private dining rooms of Cleveland Athletic Club, same building as Club Headquarters.
Monthly banquets and business meetings held second Monday in each month at various hotels and clubs.

COLUMBUS (Ohio).

President—CHARLES H. BROWN, Secretary The Central Building, Loan and Savings Co., 46 East Gay St. Phone, Bell Main 2560; Citizens 5663.
Vice-President—RAYMOND DOWDELL, Sales Mgr. Burroughs Adding Machine Co., 81 N. 3rd St. Phone, Bell Main 1432; Citizens 2003.
Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.
Luncheons first, second and third Tuesdays of month at 12 m., Grotto Room, Virginia Hotel. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.
HOTEL: Hartman, the Rotary hotel of Columbus, Ohio, J. A. Hadley, Manager.

DALLAS (Texas).

President—E. E. BEACH, Southwest Cigar Co., 1515 Commerce St.
Vice-President—HARRY A. OLMSTED, Southwestern Paper Co.
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.
HOTEL: New Oriental. American, \$3.00 and up; European, \$1.50 and up.

DAVENPORT (Iowa).

President—CHARLES S. HUBER, Kupping-Huber Land Company, Real Estate, Lane Building. Phone 1.
Vice-President—HOWARD W. POWER, Secretary Water Lily Mfg. Co., Washing Machines, 1535 Rockingham Road. Phone 185.
Secretary—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone, 4091-L.
Club Headquarters at office of Secretary.
Meetings, Monday of each week at 12 m. at the New Kimball.

DAYTON (Ohio).

President—J. A. OSWALD, Pres. The Rotospeed Co., Duplicating Machines, 5th and Norwood Streets. Phone, Main 1945.
Vice-President—GEO. G. SHAW, Pres. Dayton Paper Novelty Co., 1220 E. Third St. Phone, East 494.
Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 662.
Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.
HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

DENVER (Colo.).

President—DR. C. A. ELLIS, The Albany Hotel. Phone, Main 5454.
Vice-President—H. T. CLEAVER, The Continental Oil Co., McPhee Bldg. Phone, Main 251.
Secretary—CHAS. W. ADAMS, Mgr. Adams Hotel, 18th and Welton Sts. Phone, Main 3350.
Club Headquarters at office of Secretary. Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.
HOTEL: Adams, 18th and Welton Sts. Rotary Club Headquarters.

DES MOINES (Iowa).

President—B. F. WILLIAMS, President Capital City Commercial College, 10th & Walnut. Phone, Walnut 2152.
Vice-President—JAKE SHEUERMAN, President Capital City Woolen Mills, 8th & Market Streets. Phone, Walnut 3507.
Secretary—O. R. McDONALD, Mgr. Cleaning Compound Dept., Des Moines Packing Co., Paco Cleaning Compound, 18th and Muay, P. O. Box 657.
Club Headquarters, 322 Flynn Bldg. Phone, Walnut 5805.
Meetings held at Savery Hotel every other Thursday.

DETROIT (Mich.).

President—E. P. ANDREW, The Farrand Co., Pianos and Player Pianos, Retail, 178 Woodward Ave. Phone, Cherry 420.
First Vice-President—HAROLD HELMER, Beecher, Peck & Lewis, Paper, Wholesale, 134 Jefferson Ave. Phones, Main 3857; City 3197.
Second Vice-President—W. T. GREGORY, Asst. Gen. Agt. American Ex. Co., 18 Campus Martius. Phone, Main 6121.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mfrs., 906 Majestic Bldg. Phone, M-187.
Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Cadillac, at 12:30.

DULUTH (Minn.).

President—FRANK E. RANDALL, Clapp & Randall, Attorneys, Providence Building. Phones, Grand 1153A or Melrose 726.
Vice-President—GEORGE A. SHERWOOD, General Agent Minneapolis, St. Paul & Sault Ste. Marie (Soo Line), Sixth Avenue West. Phones, Grand 1914 or Melrose 14.
Secretary—GEORGE H. BATE, Supt. Duluth Office, The Bradstreet Company, 503 Fidelity Building. Phone, Grand 644 or Melrose 628.
Club Headquarters maintained at office of Secretary. Dinner every Monday at Elk's Club at 6:15, except every second Monday in month for luncheon at 12:30.

ERIE (Penna.).

President—W. PITT GIFFORD, Gunnison, Fish & Chapin, Attorney-at-law, Masonic Bldg.
Vice-President—R. J. MOORHEAD, Pres. Security Savings & Trust Co., 8th and State Sts.
Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, Liebel Block.
Luncheon every Wednesday at Lawrence Hotel at 12:30 p. m.

FORT WORTH (Texas).

President—J. F. ZURN, Traveling Passenger Agent T. & P.
Vice-President—R. H. FOSTER, Foster Company, Real Estate, 809 Houston St.
Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 509 Reynolds Bldg.
HOTEL: Seibold, Clifton and Meacham, Props. 7th and Commerce Sts. \$1.00 and up, E. P. only.

GALVESTON (Texas).

President—GEORGE N. COPLEY, Thos. Goggan & Brothers, Music.
Vice-President—F. M. LEGE, Jr., Mgr. Galveston Gas Co.
Secretary—W. A. EICHER, Mgr. Paul Shean Plumbing Co., 2021 Strand.
Meetings held Thursday of each week at 12:30 p. m., Hotel Galvez.
HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

GRAND RAPIDS (Mich.).

President—DR. F. C. WARNSHUIS, Physician and Surgeon, 93 Monroe Ave.
Vice-President—HOWARD F. BAXTER, Baxter Laundry Co., 747 Fountain St.
Secretary—W. M. AMES, Insurance, J. S. Crosby & Co., 37 Ionia Ave.

HARRISBURG (Penna.).

President—JOHN S. MUSSER, Pres. & Gen. Mgr. Dauphin Elec. Supplies Co., 434 Market St. Phone, Bell 415.
Vice-President—C. HARRY KAIN, Architect, 210 Arcade Bldg. Phone, Bell 2283W.
Secretary—HOWARD C. FRY, Coal & Wood (Retail), 9th & Market Streets. Phone, Bell 2129.
Club Headquarters at office of Secretary.
Meetings held on 1st and 3rd Monday of month at various places.

HARTFORD (Conn.).

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.
Vice-President—SHIRAS MORRIS, Secretary and Treasurer Hart & Hegeman Co., Electrical Appliances, 342 Capitol Ave. Phone, Charter 2631.
Secretary—CHAS. E. PECK, 28 High St.
Meetings held 2nd Wednesday of each month at various hotels.

HOUSTON (Texas).

President—ROBT. H. CORNELL, Adv. Mgr. Houston Chronicle, Chronicle Bldg. Phones, Preston 8000; Automatic, A. 2113.
Vice-President—JOHN H. FREEMAN, Secretary Houston Title Guaranty Co., Stewart Bldg. Phone, Preston 1156.
Secretary—GEO. M. WOODWARD, Good Texas Lands, 1106 Scanlan Bldg.
Club Headquarters, 209 Lumbermen's Bank Bldg.
Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.
HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingen, Managing Director.

INDIANAPOLIS (Ind.).

President—FRANK P. MANLY, V. P. & Gen. Mgr. Indianapolis Life Ins. Co., 302 Board of Trade Bldg. Phones, Main 3617; Main 358.

Vice-President—CARL F. WALK, Pres. Julius C. Walk & Son, Inc., Diamond Merchants and Jewelers, 5 & 7 E. Washington St. Phones, New 127; Main 127.
Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.

Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

JACKSONVILLE (Fla.).

President—GEORGE W. CLARK, President The Geo. W. Clark Co., Real Estate Investments, Clark Bldg.
Vice-President—HARRY B. HOYT, Jacksonville Gas Co., Artificial Gas, corner Church and Laura Streets. Phone, 5575.

Secretary—R. T. ARNOLD, Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.
Headquarters, 202 Clark Bldg.

Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

HOTEL: Aragon, Forsyth & Julia Sts. American and European plans. Strictly modern throughout.

JOLIET (Ill.).

President—VAUGHN W. BROOKS, Chief Despatcher, Elgin, Joliet & Eastern Railway, Joliet National Bank Bldg. Phone, Joliet 2850.

Vice-President—JOHN BROWN ANDERSON, Attorney-at-law, Clement Bldg. Phone, Joliet 400.

Secretary—JAMES L. BANNON, Civil Engineer-Contractor, Room 216, Joliet National Bank Bldg. Phone, Joliet 468.

Meetings on first and third Tuesday of each month at 7:00 p. m., at Hobbs Hotel. Luncheons every Thursday at 12:15, at Hobbs Cafe.

KANSAS CITY (Mo.).

President—E. R. GLENN, Vice-President Whitcomb Cabinet Co., Cabinet and Fixture Work, 14th and Chestnut. Both phones, East 1990.

Vice-President—WM. E. SCHILLING, Republic Life Ins. Co., 320 Reserve Bank Bldg.

Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co., Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.

Club Headquarters, 411 Reliance Bldg.
Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

LINCOLN (Neb.).

President—F. C. ZEHRUNG, Prop. Zehrung Posting Service, Oliver Theatre. Phone, B1234; Bell No. 8.

Vice-President—R. O. CASTLE, Senior member of firm of Castle, Roper & Matthews, Undertakers & Embalmers, 1319 N. St. Phones, Auto. B1746; Bell 746.

Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.

Club Headquarters at office of Secretary.
Meetings every Tuesday noon at Lincoln Hotel.

LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Citizens Trust & Savings Bank, Trust Dept., 308-310 South Broadway. Phones, Home 10191; Sunset, Main 1010.

Vice-President—CARL E. ROSENBERG, Yawman & Erbe Mfg. Co., 627 South Broadway. Phones, Home F3625; Sunset, Main 3925.

Secretary—H. C. WARDEN, 506-7 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.

Club Headquarters, 506-7 Delta Bldg.
Club meets every Friday for luncheon.

HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

LOUISVILLE (Ky.).

President—FRANK P. BUSH, Secretary & Treasurer Bush-Krebs Co., Engravers & Electrotypers, 408 W. Main St. Phone, Home City 1996; Main 1996.

First Vice-President—C. OSCAR EWING, D. H. Ewing & Son, Creamery, 906 W. Breckenridge St. Phones, Home City 1028; South 1028.

Second Vice-President—L. H. AMRINE, Mgr. Underwood Typewriter Co., 120 S. 4th Ave. Phones, Home City 1185; Main 1185.

Secretary—C. H. HAMILTON, Gen'l Agt. Sheldon School, 400 Walker Bldg. Phone, Home City 6911.
Club Headquarters at office of Secretary.

Meetings held twice a month—on the second Tuesday evening at dinner and on the fourth Tuesday noon at Henry Watterson Hotel.

MADISON (Wis.).

President—C. L. McMILLEN, Life Insurance, Orpheum Theatre Bldg.

Vice-President—A. W. SCHULKAMP, Fire Insurance, Tenney Block.

Secretary—C. R. WELTON, Welton & Marks, Attorneys-at-law, Pioneer Bldg.

Meetings every Thursday at 12:30 p. m., Madison Club.

MILWAUKEE (Wis.).

President—G. C. DEHEUS, Dennison Manufacturing Company, Mack Block. Phone, Main 111.

First Vice-President—T. E. BRENNAN, T. E. Brennan Co., University Bldg. Phone, Main 1016.

Second Vice-President—W. L. ZIMMERS, Attorney, 740 Wells Bldg. Phone, Main 633.

Secretary—CAESAR D. MARKS, American Surety Co., of N. Y., Surety Bonds and Undertakings, 218 Wells Building. Phone, Main 2543.

Club luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

MINNEAPOLIS (Minn.).

President—ORRIN M. CORWIN, Vice-President Wells & Dickey Co., Farm Loans, Municipal Securities, First floor McKnight Bldg. Phone, Nicollet 4200.

First Vice-President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., 701 Washington Ave. N. Phones, Main 926; Center 2850.

Second Vice-President—IVAN A. THORSON, Pres. Northwestern School Supply Co., 717 Hennepin Ave. Phones, Main 2109; Center 931.

Secretary—ALLYN K. FORD, Partner Luther Ford & Co., Mfg. Mrs. Stewart's Bluing, 331 Second Ave. N. Phones, Main 1601; Center 4771.

Club Headquarters at Secretary's office.

Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

MONTGOMERY (Ala.).

President—THOS. L. HACKETT, Coca Cola Bottling Works, Bottler.

Vice-President—ALEX. RICE, Clothier, Court Square.

Secretary—W. F. BLACK, City Hall.

Meetings held on Wednesdays at 1 p. m. at the Gay-Teague Hotel.

MUSKOGEE (Okla.).

President—H. S. SHELOR, Bonds and Burglary Insurance, 905-6 Barnes Bldg.

Vice-President—W. F. MOFFATT, Fire Insurance, 813-4 Barnes Bldg.

Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg.

Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

NEWARK (N. J.).

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building. Phone, Market-4000.

Vice-President—A. STONELAKE CASE, 671 Broad St.

Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary.

Meetings on the second Tuesday evening of each month excepting July and August, at Achelt Stettens' restaurant, 842 Broad St. Weekly Luncheons are not held although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

NEW CASTLE (Penna.).

President—SCOTT PAISLEY, Paisley Drug Co., Druggists, E. Washington St.

Vice-President—GEO. W. MUSE, Lawyer, 24 East St.

Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.

Luncheons every Monday at Hotel Leslie at 12:30 p. m.

NEW ORLEANS (La.).

President—A. B. FREEMAN, Coca Cola Bottling Works, Canal and N. Robertson Sts. Phone, Main 3874.

Vice-President—JAS. P. WILLIAMS, Optician, 149 Baronne St. Phone, Main 3653.

Secretary—ED. H. WILD, Men's Shoes, Retail, 615 Canal St. Phone, Main 2372.

Club Headquarters at 615 Canal St. Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

NEW YORK (N. Y.).

President—WALTER C. GILBERT, Harlem Storage Warehouse Co., 211 East 100th St. Phone, Lenox 850.

Vice-President—WILLIAM GETTINGER, President Eaton & Gettinger, Printing, 133 E. 16th St. Phone, Stuyvesant 970.

Secretary—CLARENCE W. FRAZER, Brazer & Robb, Architects, 1133 Broadway. Phone, Madison Square 3991.

Club Headquarters: Hotel Imperial, Broadway and 32nd.

Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Saturdays, at 1:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.
HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

OAKLAND (Calif.).

President—T. B. BRIDGES, Mgr. Heald's Business College, Business College, 16th and San Pablo Aves. Phone, Oakland 201.
Vice-President—D. L. ARONSON, Mgr. Cahn Nickelsburg & Co., Shoe Mfgs. & Jobbers, 1126 Brush St. Phone, Oakland 8455.
Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883.
Club Office, 414 Security Bank Bldg. Phone, Lakeside 287. Meetings every Thursday at 12:30 at Hotel Oakland.

OKLAHOMA CITY (Okla.).

President—PAUL M. POPE, Bennett & Pope, Attorneys, Colcord Building. Phone, Walnut 4776.
Vice-President—FRANK H. RICE, Oklahoma City Building & Loan Assoc., 18 North Robinson.
Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 400-6 Insurance Bldg. Phone, Walnut 3805.
Meetings held on Tuesday of each week, 12:15 p. m. at the Skirvin Hotel.
Club Headquarters are the Secretary's office.

OMAHA (Neb.).

President—DANIEL BAUM, Jr., Mgr. Baum Iron Co., 13th and Harney Streets. Phone, Douglas 131.
Vice-President—W. H. CLARK, Sec'y and Treas. Nonpareil Laundry Co., 1708 Benton St. Phone, Douglas 2560.
Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Phone, Douglas 861.
Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.
HOTEL: New Henshaw, 15th & Farnam Streets. Fireproof. Strictly firstclass. European plan.

PATERSON (N. J.).

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.
Vice-President—JAMES T. JORDAN, The Jordan Piano Co., 131 Market St.
Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 39 Washington St.
Meetings held last Thursday of the month at G. H. Crawford's, 148 Washington St.

PEORIA (Ill.).

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.
Vice-President—E. B. HAZEN, Brass Foundry Co., 711 S. Adams St. Phone, Main 553.
Secretary—E. C. SCHMITZ, Modern System Sales Co., Office Outfitters, 203 S. Jefferson Ave. Phone, M-482.
Meetings held at Jefferson Hotel, or at otherwise specified, Fridays, at 12:15.

PHILADELPHIA (Penna.).

President—WALTER WHETSTONE, Pres. Whetstone & Co., Inc., Iron Pipe and Steamfitters' Supplies, 911 Filbert St. Phones, Bell Filbert 2813; Key., Race 1831.
Vice-President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., Restaurant and Caterer, 1412 Chestnut St. Phones, Bell Filbert 2813; Key., Race 137.
Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.
Regular luncheons at the Bingham Hotel on Wednesdays, 12:30 to 1:30 p. m. Club Headquarters, 200 South 13th St.
Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.

PITTSBURGH (Penna.).

President—EDWIN C. MAY, Secretary The May Drug Co., Retail Drugs, May Bldg. Phone, Court 1415.
First Vice-President—G. W. DUFFUS, Supt. The Bradstreet Co., Mercantile Agency, 206 Commonwealth Bldg. Phone, Court 34.
Second Vice-President—THOS. H. SHEPPARD, Sec'y and Treas. Arbutnot-Stephenson & Co., Wholesale Dry Goods, 801 Penn Ave. Phone, Grant 534.
Secretary—P. S. SPANGLER, 547 Liberty Ave.
Club luncheons held every Wednesday at Fort Pitt Hotel.

PORTLAND (Ore.).

President—C. V. COOPER, Mgr. Castilhoa Rubber Co., 813 Chamber of Commerce. Phone, Main 4809.
Vice-President—J. C. ENGLISH, J. C. English Co., Lighting Fixtures, 128 Park St. Phones, Main 2479, A. 3747.
Secretary—J. L. WRIGHT, President & General Mgr., Portland Printing House Co., 388 Taylor St. Phone, Main 6201, A. 2281.
City Office, Room 2, Commercial Club Bldg., W. L. Whiting, Assistant Secretary.
Weekly luncheons held every Tuesday at 12:30 p. m., Commercial Club.

PROVIDENCE (R. I.).

President—JOHN D. CAMERON, Sec'y & Asst. Treas. R. I. Supply & Engineering Co., Steam & Plumbers Supplies, 156 W. Exchange St. Phone, Union 883.
Vice-President—HARRY C. PATTERSON, Office Mgr. Seacomet Coal Co., 5 Exchange St. Phone, Union 2015.
Secretary—E. P. SMALL, Sec'y A. E. Martell Co., Loose Leaf Systems, 528 Grosvenor Bldg. Phone, Union 2017.
Regular monthly meetings 1st Monday each month at 6:30 p. m. at West Side Club. Semi-monthly luncheons, 1st and 3rd Mondays at 12:30 o'clock.

PUEBLO (Colo.).

President—H. A. BLACK, Physician and Surgeon, 1 Pope Block. Phone, Main 331.
First Vice-President—JESSE ROOD, care Rood Candy Co., 406 W. 7th St. Phone, Main 30.
Second Vice-President—C. G. Seelye, Mt. States Tel. & Tel. Co., Telephone Building. Phone, Main 1000.
Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.
Club Headquarters at office of Secretary.
Weekly meetings every Monday at 12:15 p. m. Monthly meetings third Tuesday in each month, at 7 p. m. at the Vail or Congress Hotels.

READING (Penna.).

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.
Vice-President—JOSEPH ESSICK, Partner, Barr & Essick, Life Insurance, 539 Court St.
Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.
First and third Tuesday of each month at 8 p. m. meetings are held at the business places of the various members.

RICHMOND (Va.).

President—JOHN C. CORLEY, The Corley Company. Phone, Madison 2586.
Vice-President—GEORGE W. BAHILKE, Mgr. Metropolitan Life Ins. Co., Travelers Bldg. Phone, Madison 260.
Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Phone, Madison 1805.
Club Headquarters at office of Secretary. Luncheon meetings every second and fourth Tuesday in the month at 6:30 p. m.
Meetings rotate between Business Men's Club, Coles, Hotel Murphys, and other places. Consult the officers or ask for copy Tabasco, our club organ.

ROCHESTER (N. Y.).

President—SETH C. CARPENTER, Agt. Travelers' Insurance Co., 508-521 Granite Bldg. Phone, 1652.
Vice-President—S. D. BURRITT, Jeweler, 104 State St. Phone, Stone 3849.
Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.
Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

ST. JOSEPH (Mo.).

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.
Secretary—W. S. ALDRICH, Partner of the Firm Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.
Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

SAINT LOUIS (Mo.).

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1324 Washington Ave. Phones, Olive 623; Cabany 3107.
First Vice-President—S. E. BAMBER, Sec'y Hess & Culbertson Jewelry Co., 7th and St. Charles Sts. Phones, Oliver 2060; Central 7145.
Second Vice-President—W. N. CHANDLER, Secretary and Treasurer Cleaner Mfg. Co., 2842 Olive St. Phones, Bonmont 42; Central 4636.

Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.
Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.

Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

ST. PAUL (Minn.).

President—WILLIAM B. WEBSTER, Prop. St. Paul Steam Laundry Co., 280 Rice St. Phone, Cedar 940.
Vice-President—FRED C. LISTOE, Listoe & Wold, Undertakers, 150 W. 4th St. Phones, Cedar 508, Tri-State 508.

Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1617 Pioneer Bldg. Phones, Cedar 6000; Tri-State 2089.
Club Headquarters at Secretary's office.

Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.

HOTEL: The Saint Paul, European plan, \$2.00 up, with bath. C. G. Roth, Mgr.

SALT LAKE CITY (Utah).

President—CHAS. TYNG, Houston Real Estate Inv. Co., 351 South Main, Phone, Wasatch 27.

First Vice-President—A. N. McKAY, Mgr. Salt Lake Tribune, 145 South Main, Phone, Wasatch 5200.

Second Vice-President—FRANK T. ROBERTS, Roberts & Heist, Civil Engineer, Felt Bldg. Phone, Wasatch 1052.

Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 904.

Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

SAN ANTONIO (Texas).

President—HERBERT J. HAYES, Texas Title Guaranty Co., Abstracts and Titles, 130 W. Commerce St. Phone, C2468.

Vice-President—HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate—City, 419 Navarro St. Phone, C89.

Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone, C 333.
Address all mail to "P. O. Box 807." Club Headquarters, 225 Gunter Office Bldg.

Luncheons at 12:30 each Friday at one of the leading hotels.

SAN DIEGO (Calif.).

President—GORDON L. GRAY, Lawyer, 416 Union Bldg. Phones, Home 4160; M. 416.

Vice-President—GEO. W. COLTON, Auto Tire Co., 5th and A. Sts. Phones, Home 4445; M. 346.

Second Vice-President—HAROLD PETERSON, So. Title Guarantee Co., 1113 D St.

Secretary—FRANKLIN M. BELL, 514 American National Bank Bldg. Phones, Home 4425; Sunset, Main 4442.

Club Headquarters at office of Secretary.
Meetings are held at Rudder's Grill every Thursday at 12:10.

HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Herman, Mgr.

SAN FRANCISCO (Calif.).

President—H. J. BRUNNIER, Consulting Structural Engineer, Sharon Bldg. Phone, Suiter 370.

Vice-President—MAX L. ROSENFELD, Auto Sales Co., Automobiles, 408 Golden Gate Ave. Phone, Franklin 5871.

Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Druggists, 527 Commercial St. Phones, Kearney 150; C. 1505.

Club Headquarters at 803 Humboldt Bank Bldg. Phone, Douglas 1363.

Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.

HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.

HOTEL: Stewart, Geary Street, near Union Square. Rates, European, \$1.50, up; American, \$3.50, up.

SEATTLE (Wash.).

President—CLAUDE H. ECKART, Eckart Plumbing & Heating Co., 1614 Third Ave. Phone, Main 5682.

Vice-President—CHARLES PERRY, Rainier Grand Hotel, First and Madison, Phone, Elliott 2801.

Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.

Club Headquarters at office of Secretary. Meetings held at the Rathskeller every Wednesday at 12:15 p. m.

SIOUX CITY (Ia.).

President—FRANK S. LAMAR, Secy. Deitch & Lamar Co., Office and Filing Devices, 418 Nebraska St.

Vice-President—THOS. B. HUTTON, Gen. Agt. Equit-

able Life of Iowa, Life Insurance, 510 Security Bank Bldg.

Secretary—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 308 Pierce St. Phones, Bell 415; Auto, 1026.

Club Headquarters at office of Secretary.

Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

SPOKANE (Wash.).

President—W. C. SCHUPPEL, Mgr. Neely & Walker Investment Company, Irrigated Orchard Lands, Suburban Homes, 204 Paulsen Bldg. Phones, M. 332; M. 3478.

First Vice-President—A. F. STEELE, Washington Water Power Co., Electric Light & Power, Front & Lincoln St. Phone, M. 5171.

Second Vice-President—ALEX. TURNBULL, Prop. Turnbull Undertaking Co., 1019 First Ave. Phone, M. 494.

Secretary—CHESTER WYNN, 503 Chamber of Commerce Bldg.

Meetings held every Thursday at 12:15 p. m. at The Hall of the Doges, Davenport's.

SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St. Vice-President—V. E. BENDER, Publisher Evening News, 219 S. 4th St.

Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reich Bldg.

SUPERIOR (Wis.).

President—CLARENCE J. HARTLEY, Firm Hanitch & Hartley, Lawyers, First National Bk. Bldg. Phone, Ogden 114D.

Vice-President—H. E. SPEAKES, Pres. Speakes Lime & Cement Co., Building Material, 114 Banks Ave.

Secretary—B. J. THOMAS, Cashier People's Telephone, 1013 Ogden Ave.

Club Headquarters, Hotel Superior. Phone, Ogden 224.

Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.

Vice-President—DR. JOHN A. MATTHEWS, Halcomb Steel Co.

Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.

Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

TACOMA (Wash.).

President—E. B. KING, Hoska-Buckley-King Co., Undertakers, 730-32 St. Helens Ave. Phone, M412.

Vice-President—R. E. ROBINSON, Mgr. Sherman, Clay & Co., Pianos, Organs and Talking Machines, 930 So. C St. Phone, M995.

Secretary—WM. G. STEARNS, President Stearns Bldg. & Investment Co., Real Estate, 301-2 Chamber of Commerce Bldg. Phone, Main 543.

Club Headquarters at office of Secretary. Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

TERRE HAUTE (Ind.).

President—GEO. GRAHAM HOLLOWAY, Photography, 264 S. 7th St.

First Vice-President—GEORGE SCHAAL, Sec'y, Ermsch Dyeing & Cleaning Co.

Second Vice-President—P. E. ALLEN, Insurance and Collections.

Secretary—C. I. BROWN, Brown's Business College, 116 S. Sixth St.

TOLEDO (Ohio).

President—FRANK L. MULHOLLAND, Lawyer, Mulholland & Hartman, 1311 Nicholas Bldg. Phone, Home 2299.

Vice-President—E. F. GLEASON, Supt. The Bradstreet Co. Mercantile Agency, 635 Spitzer Bldg. Phone, Home 398.

Secretary—HERBERT H. STALKER, H. H. Stalker Advertising Company, 329 Colton Bldg. Home Phone, Main 2077.

Club Headquarters, 303 Colton Bldg.

Weekly Club Luncheons are held every Friday noon at 12 o'clock at the Boody House.

Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

WACO (Texas).

President—A. H. BELL, Bell Machinery Co., 608 Franklin St.
 Vice-President—JNO. C. RAY, Louisiana Red Cypress Lumber, 27 Provident Bldg.
 Secretary—C. G. SNEAD, Underwood Typewriter Co.

WASHINGTON (D. C.).

President—JOHN DOLPH, Supt. Metropolitan Life Ins. Co., 816 Munsey Bldg. Phone, Main 3271.
 Vice-President—JOSEPH M. STODDARD, member of Firm Cook & Stoddard Co., Automobiles, 1138 Conn. Ave. Phone, North 7810.
 Secretary—GEORGE W. HARRIS, Photographer, 1311 F. St., N. W.
 Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5035, 2nd and 4th Fridays of each month.
 HOTEL: The New Ebbitt, 14th and F Streets. American, \$3.00. European, \$1.50 to \$4.00.

WICHITA (Kans.).

President—GIFFORD M. BOOTH, Pres. Grit Printery, Printing and Book Binding, 124 S. Lawrence. Phone, Market 440.
 Vice-President—WILL G. PRICE, Business College, 114 North Market St. Phone, Market 1878.
 Asst. Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.
 Meetings of Club held every other Monday evening (except July and August) at Kansas Club at 6 p. m. Luncheons semi-monthly, on Wednesday, at 12:30 p. m., either at Hamilton Hotel or Y. M. C. A. Rooms.

WORCESTER (Mass.).

President—EDWARD B. MOOR, Partner Bonney & Moor, Brokers, State Mutual Building, 340 Main St. Phones, Park 5770-6685.
 Vice-President—LEWIS M. McCALLUM, Secretary Parker Wire Goods Co., 1 Assonet St. Phone, Park 4400.
 Secretary—H. B. SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.
 Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.
 HOTEL: The New Bancroft. A new million dollar hotel. Rates, \$1.50 up. European plan.

Clubs Not Yet Affiliated in the Association.**ALLENTOWN (Pa.).**

Secretary—G. FRANK TIFFT, The Bradstreet Company.

BROOKLYN (N. Y.).

Secretary—E. W. BROWN, 186 Remsen St.

CLEBURNE (Texas).

Secretary—B. W. ALEXANDER.

EVANSVILLE (Ind.).

Secretary—V. C. LEWIS, 206½ Upper 3rd St.

MACON (Ga.).

Secretary—W. G. BILLINGS, 1009 Georgia Life Bldg.

McKEESPORT (Penna.).

Secretary—R. W. JUNKER, Peoples Bank Bldg.

NASHVILLE (Tenn.).

Secretary—F. G. LANGHAM, Stahlman Bldg.

NORFOLK (Va.).

Secretary—C. J. MAINS, Monticello Hotel.

PALESTINE (Tex.).

President—H. I. MYERS, care The Grand Leader.

PHOENIX (Ariz.).

Secretary—PAUL S. KANTZ, P. O. Box 885.

SACRAMENTO (Calif.).

President—S. H. GILBERT, 919 Sixth St.

SAGINAW (Mich.).

Secretary—FRANK E. BASTIAN, 309 N. 9th St.

SAVANNAH (Ga.).

Secretary—H. J. F. LUDEMAN, National Bldg.

SOUTH BEND (Ind.).

Secretary—E. T. BONDS, Mgr. Cent. Union Tel. Co.

STOCKTON (Calif.).

Secretary—S. C. BEANE, Sacra. and Main.

Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

HALIFAX (N. S.).

President—J. C. GASS, Provincial Mgr. Imperial Life Assurance Company, Bank of Commerce Bldg.
 Vice-President—CHAS. H. WRIGHT, Mgr., Canada Gen. Elec. Co.
 Secretary—PEARL O. SOULIS, Pres. Soulis Typewriting Co., Granville St.
 Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.

HAMILTON (Ont.).

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.
 Vice-President—BRUCE A. CAREY, Mgr. Hamilton Conservatory of Music.
 Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

MONTREAL (Que.).

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.
 Vice-President—ANSON McKIM, A. McKim, Limited, Lake of the Woods Bldg.
 Secretary—H. R. SWENERTON, Managing Director Montreal Bond Co., Bonds and Investment Securities, Transportation Building. Phones, Main 7309 and 7310. Club luncheons every Thursday at 1 p. m. at Freemans Hotel.

TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.
 Vice-President—R. W. E. BURNABY, Real Estate Broker, Imperial Life Building.
 Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W.
 Meetings Wednesday of each week at 1:10 p. m. at Woodbine Hotel, 102 King St., West.

VANCOUVER (B. C.).

President—G. S. HARRISON, Merchants Bank of Canada, Phone, Sey. 9450.
 Vice-President—J. B. GIFFEN, Mercantile Agency, 543 Hastings St. W. Phone, Sey. 4500.
 Secretary—R. W. HANNA, Office Furniture, 416 Cordova, W. Phone, 3700.
 Meetings Tuesday at 12:30 p. m. sharp, Hotel Elysium.

VICTORIA (B. C.).

President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St.
 Vice-President—C. A. SOLLY, Passenger Transportation Agent, 1003 Government St.
 Secretary—CAPT. T. I. GOODLAKE, 125 Hotel Ritz.
 Club luncheons every Thursday at 1 p. m. at Hotel Ritz.

WINNIPEG (Man.).

President—J. F. C. MENLOVE, Dom. of Can. Guarantee & Accident Ins. Co., 706 Somerset Bldg. Phone, Main 2075.
 Vice-President—JAS. W. HILLHOUSE, Crescent Creamery Co., 85 Lombard St.
 Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers, Phone, Main 870.
 Weekly luncheons held every Tuesday at 12:30 at the Travellers Club. Regular monthly meetings are held at the same place on the second Wednesday of each month at eight o'clock p. m.

Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

BELFAST (Ireland).

President—W. H. ALEXANDER, Motor Merchant, 91 Donegall St. Phone, Belfast 974 and 1801.
 Vice-President—ROBERT PATTERSON, Richard Patterson & Co., Ironmonger, 57 High St. Phone, Belfast 116.
 Secretary—HUGH BOYD, Atkinson & Boyd, Accountant, 72 High St. Phones, Belfast 2447 and 391.
 Luncheons, Monday from one to two p. m. Monthly Dinners at 6:30 p. m., Cafe Royal, Wellington Place.

DUBLIN (Ireland).

President—WILLIAM FINDLATER, Managing Direc-

tor Alex. Findlater & Co., Ltd., 30 Upper Sackville Street. Phone, 3531.

Vice-President—JOHN P. McKNIGHT, City Woollen Mills, Cork St.

Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 116 Grafton Street. Phone, 2983.

Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, Dolphen Hotel, Essex Street.

EDINBURGH (Scotland).

President—JOSEPH DOBBIE, S. S. C. Solicitor, 26 Charlotte Square. Phone, Central 5927.

Vice-President—W. L. SLEIGH, Rossleigh, Ltd., Motor Engineers, 32 Shandwick Place. Phone, Central 2305.

Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.

Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

GLASGOW (Scotland).

President—WALTER LAIDLAW, Laidlaw & Fraser, Printer, 92 St. Vincent St. Phone, City 8893.

Vice-President—COLIN YOUNG, F. F. S., 10 Blythswood Sq. Phone, Argyle 768.

Secretary—JOHN A. KIRKWOOD, Stock Broker, 75 St. George's Place. Phone, City 8004. Telegraph address "Stag," Glasgow.

Luncheons, Tuesdays at 1:15, Sloan's Restaurant, Argyle Arcade, Buchanan St. Monthly Meeting 3rd Tuesday in the month at 6:30 p. m.

LIVERPOOL (England).

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal.

Vice-President—ERNEST O. DAVIES, Century Insurance Co., Ltd., Life, Sickness and Accident Insurance, North John Street. Phone, 4745 Bank.

Hon. Secretary—AUGUSTINE RIED, Oxford & Ried, Insurance Broker, 19 Castle St.

Luncheons every Thursday at 1 p. m. at Hotel St. George.

LONDON (England).

President—G. J. P. ARNOLD, Messrs. Percy Edwards, Ltd., Jewellers, 71 Piccadilly, W. Phone, Gerrard 3872.

Vice-President—E. T. WEBB, London Joint Stock Bank, Ltd., Charterhouse Street, E. C. Phone, City 7681.

Hon. Secretary—E. SAYER SMITH, The Initial Carrier Co., 49 Gt. Sutton St., E. C. Phone, Holbron 5347.

Meetings held second Tuesday in each month at 7 p. m., Trocadero Restaurant.

MANCHESTER (England).

President—W. H. BURGESS, Mgr. Messrs. Sutton & Co., General Carriers, 36 Fountain St. Phone, Central 6635.

Vice-President—C. H. MEGSON, A. Megson & Son, Ltd., Stationers, Retail, 14 Mosley St.

Secretary—CHAS. R. PENWARDEN, Albion Hotel, Publicity Specialist. Phones, City 3966; Altrincham 1330.

Headquarters, Albion Hotel, Piccadilly. Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

Clubs Not Yet Affiliated in the Association.

BIRMINGHAM (Eng.).

Secretary—W. STUART MORROW, 59, County Bldgs.

Landers Brothers Company

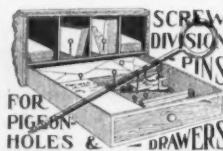
Burlaps and Sheetings
(Plain and Colored)

Webbing Buckram
Transparent Celluloid

Wadding	Mohair
Enameled Muslins, Drills and Ducks	
Drills, Ducks	Osnaaburgs
Oil Carpet	Oiled Duck
Flaxene	Batting
Rubber Muslins, Drills and Ducks	

Best Goods Prompt Shipments
Write for samples and prices

Toledo, Ohio



EVERY-MAN-KNOWS
how the contents of his desk drawer shifts and shuffles about when there are no

Screw Division Pins In!
With the Pins you know that envelopes, papers, etc., are just where you placed them when you closed the drawer.
20 in box, 25c Postpaid.
Screw Division Pin Co.
218 11th St., Toledo, Ohio.



**The International Button is
a Beautiful Emblem**

Every Rotarian should have one to wear when traveling. They can be obtained from your club secretary, your Rotary jeweler or from

INTERNATIONAL ROTARY HEADQUARTERS
910 Michigan Ave., CHICAGO.

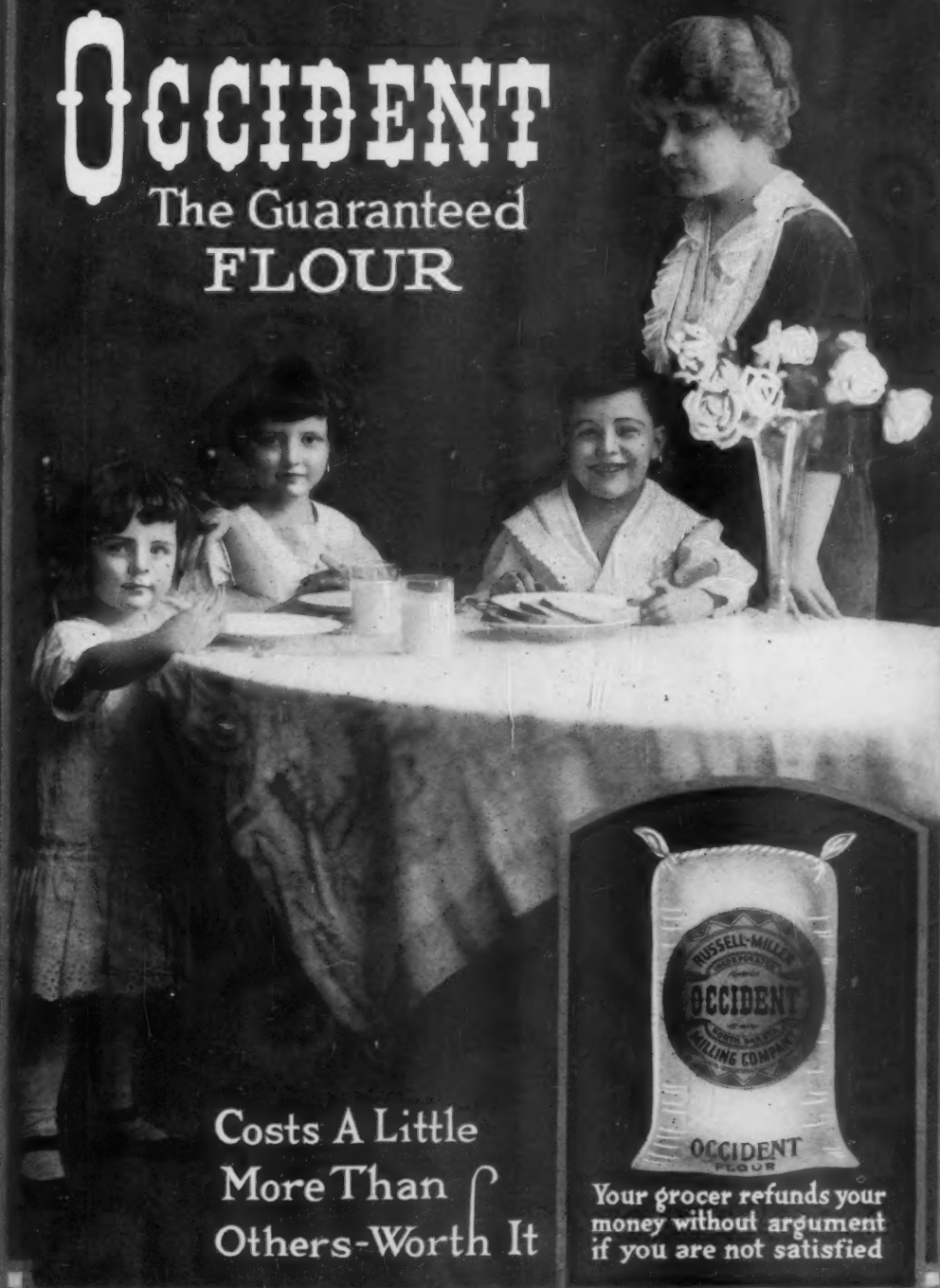
HAT PINS, WATCH FOBS, ETC

We also have these with the International Emblem. Send for catalog.

INTERNATIONAL ROTARY HEADQUARTERS
910 Michigan Ave., CHICAGO.

OCCIDENT

The Guaranteed
FLOUR



Costs A Little
More Than
Others-Worth It



Your grocer refunds your
money without argument
if you are not satisfied

Russell-Miller Milling Co. Minneapolis, U.S.A.

¶ To a reputation as the newspaper of the greatest circulation and influence in the Southwest, has been added the achievement of A WORLD'S RECORD IN ADVERTISING for the past year—

The Houston Chronicle

Shows a Gain in Local Advertising Alone of 1,117,144 Lines—

approximately twenty per cent for 1913. The total advertising carried for this period was 8,530,074 lines; The Chronicle's advertising gains for the year 1912 was 640,164 lines, for 1911 770,644 lines, a total gain in business for the three years of over two and a half million lines.

Are you getting your share of the business in Texas—can The Chronicle help you sell your product in this great southwestern Empire?

The Chronicle and other leading publications of Houston will welcome Rotarians to the FIFTH ANNUAL CONVENTION, June 21st-26th. A special invitation is extended to the Publishing and Advertising Crafts, to make The Chronicle their headquarters during the Convention.



RICE HOTEL
HOUSTON, TEXAS
HOMER D. MATTHEWS, MANAGER

The HOUSTON CHRONICLE

M. E. FOSTER
President

BUSINESS DEPARTMENTS

C. B. Gillespie
R. H. Cornell
J. E. McComb, Jr.
L. J. Van Laeys
(Members Rotary Club of Houston.)

Eastern Representatives:

LaCoste & Maxwell
Monolith Building
New York City, N. Y.

Western Representatives:

Jno. M. Branham Company
910 Mallers Building
Chicago, Ill.

(The entire Chronicle organization will welcome you to the Houston Convention in June.)

We Will Be Glad to Hear From You—particularly if you contemplate coming to the Houston Convention.

The Rice is the South's Finest Hotel

600 Rooms
525 With Bath

Make Reservations Now.
HOMER D. MATTHEWS,
Manager Rice Hotel
HOUSTON, U. S. A.

Why Not Follow the Lead of Other Live Rotarians—Organize an

“ON-TO-HOUSTON-CLUB”

You'll "wanta" attend *THAT* Convention because it's going to be the Biggest and Most Successful Event for the good of Rotary—you'll want to participate—you'll want to meet and mingle with the two or three thousand earnest Rotarians who will be there—lastly, you'll want to visit and be entertained in Houston and the other aggressive, hospitable Rotary Cities of Texas. So it's **GET READY NOW**—organize the "ON TO HOUSTON" bunch in **YOUR CLUB**—Check Your Calendar Now—June 21-26—.

Here is Billy Stearns' idea as exemplified in his Tacoma Club: "We have organized what we call a '\$25.00 Club,' membership to which is solicited only from those members who feel they can afford it. They agree to pay \$25.00 in monthly payments, monthly or whatever way they desire so long as it is paid before the 1914 Convention date. At that time the funds accumulated is to be divided among the members of the \$25.00 Club who can attend the Convention, the division, however, not to exceed **actual expense** money for the trip. Should there be any funds left after this division, it will be offered to regular club members who find it possible to attend the Convention, requiring then, however, their enrollment in the \$25.00 Club. The plan has been received with enthusiasm by the members of the Club and we already have a number of subscribers."

And that Good Club that puts "USE" in Syracuse: "Directors have sanctioned the forming of a Club for the purpose of getting a good big delegation to go to the next **ROTARY INTERNATIONAL CONVENTION**, at **HOUSTON, TEXAS**, next June. We shall be looking for signatures today so try and make up your minds to **at least join the Club!** If at the last moment you find that you cannot go to Houston you may withdraw the greater part of the money you pay in; the remainder will be used by those that do go—to make a good impression for Syracuse. The Convention Program is the most attractive we have ever seen and ought to appeal to everyone who could possibly arrange to go."

Frank Mulholland says there will be thirty Toledo Rotarians, in their "On to Houston Club." Good old Glenn Mead's Philadelphia Club expects to register twenty men! San Antonio has a hundred reservations—New York made the first reservation—And who will win that "Attendance Cup?"

The Program

will be interesting enough to make everyone of the twelve thousand Rotarians of the world want to be there! It's *all Rotary*—that's why!

The Houston Club's Committee on HOTELS

Not a bit too early to make reservation through this committee. There will be accommodations for all—and the Rotary Club of Houston *guarantees no advance in rates.* Write W. A. Reynaud, Chairman Hotel Committee, 307 San Jacinto St., Houston, U. S.

The Circle Tour of Texas

—following the Convention, a four day "old fashioned" visit with every detail of entertainment cared for by Texas Rotarians. Special trains—low rates. Write Chairman R. A. Stacy, care Peden Iron & Steel Co., Houston, U. S. A.

The Entertainment

surprising—novel—pleasurable and smacking of that real Southern hospitality.

THE **COLLECTIVE** Convention entertainment up to past standards—scores of **INDIVIDUAL** (and optional) "treats."

"Side Trip" to Panama Canal

Complete details ready if you care to take this popular-priced excursion to the Zone. Special chartered steamer—eight-day trip, all expenses included. Write now for particulars; reservations by March 1st imperative. Chairman, M. C. Norton, 1005 Preston Ave., Houston, U. S. A.

And Bring the Ladies!

There will be entertainment daily for "Rotary's Fairest"—and the wives of the 350 Houston Rotarians are just as enthusiastic in this privilege of entertaining. For other Convention information address the Convention **Executive Committee** Headquarters—209 Lumbermans Bank Bldg., Houston.

A Special Welcome to Visitors from All "New" Clubs

Delegates and other Rotarians whose clubs were not represented at the Buffalo Convention are particularly requested to get in communication with *The Rotary Club of Houston*, 209 Lumbermans Bank Bldg.—Geo. M. Woodward, Sec'y; Robt. H. Cornell, Pres.

HOUSTON Next June:

Besides being the direct through line,—miles shorter and hours quicker,—between St. Louis and Houston, the **IRON MOUNTAIN ROUTE**, enables you to visit enroute, The Hot Springs of Arkansas, America's Great Health and Pleasure Resort.

Through service from Chicago and St. Louis daily.—Handsomely equipped trains that provide every feature of travel comfort, courteous train employes, safety block signals, fine roadbed.

By day or night you travel right—via the

Iron Mountain Route

St. L. I. M. & S. Ry.—T. & P. Ry.
—I. & G. N. Ry.

For interesting booklet descriptive of Houston and Galveston, "The Texas Riviera," or any travel information, write,

ELLIS FARNSWORTH

General Agent
Passenger Department

No. 234 S. Clark St., CHICAGO, ILL.



Going to EUROPE

via the **Baltimore-Southampton-Bremen** service of the **NORTH GERMAN LLOYD** means traveling in comfort and safety on large modern **ONE CLASS (II) CABIN** steamers—Low rates—Delicious meals.

Write today for rates and sailings. Send 10c for valuable travel guide "How to See Germany, Austria and Switzerland"—by P. G. L. Hilken, who tells with terseness and lucidity "what to see and how to see it."

5-weeks' Vacation Tour to London, Paris and Berlin including Rhine Trip for **\$175.90**

A. SCHUMACHER & CO.
General Agents
304 S. Charles St., - Baltimore, Md.



Brimful of the Best

Fill up your glass with sparkling, natural spring water, drawn from the cool depths of St. Patrick's Well in Dublin, or from the famous Cromac Springs of Belfast, and blended with the choicest of choice ginger.

Fill it brimful with the most delicious and invigorating drink that ever quenched a healthy thirst or put an edge to appetite.

At the Hotel, the Restaurant, at home, fill up your glass with—

"C & C"
(Cantrell & Cochrane's)
Ginger Ale

EXPORTED TO ALL PARTS OF THE WORLD
Made by **CANTRELL & COCHRANE, LTD.**
DUBLIN & BELFAST
[Estd. 1852]
WE ARE ROTARIANS



Annual Convention I. A. of R. C.

Reached by the



Through Steel Sleeping Car
Daily, Chicago to
Houston, Texas

via New Orleans. Carried on the Central's "Panama Limited" fast train to the Crescent City and the Southern Pacific "Sunset Express" beyond.

Tickets and specific information of Agents of the Illinois Central and connecting lines.

H. J. PHELPS Gen'l Passenger Agent Chicago, Ill.	G. H. BOWER Gen'l Passenger Agent Memphis, Tenn.
S. G. HATCH, Passenger Traffic Manager Chicago, Ill.	

T. & B. V. Ry.

"THE SHORT LINE"

THE BEST SERVICE
FROM
Fort Worth or Dallas
TO
Houston or Galveston

SEE THAT YOUR
Special Cars or Trains
TO THE
ROTARY CONVENTION
INCL THE
Houston Rotary Line

You may arrange your trip via any line, via any route to Ft. Worth or Dallas, thence our line.

JAS. J. LAWRENCE, Asst. Genl. Pass. Agt. Houston, Texas.	JOHN A. HULEN, Genl. Pass. Agt. Houston, Texas.
--	---

Houston

**Rotary Club
Headquarters**

FIREPROOF

EUROPEAN

Hotel Bender

Management:
B. S. SWEARINGEN
[Rotarian]

The Most Magnificent
Hostelry in the
Great Southwest

Visiting Rotarians will confer a favor by acquainting Swearingen of their presence.

Mark Your
1914 Calendar
JUNE 21-26
HOUSTON

Mr. Advertiser
See Page **95**

WHY YOU
Should Advertise in
The Rotarian

Circulation Now 12,000

Morse's
MILK
Chocolate Creams

ALL that a dainty confection can be—perfect in blend, delicate and delicious—the finest, fluffiest creams, firm and "snappy," coated with a specially prepared, high grade Morse Style Milk Chocolate.

ONLY IN RED BOXES
 A. G. MORSE CO., ORIGINATORS
 CHICAGO

A. G. MORSE CO.

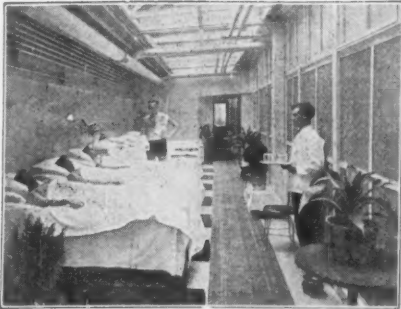
Main Office
 CHICAGO

BRANCH OFFICES:

Detroit Kansas City Cleveland
 Denver Buffalo Minneapolis Columbus
 Salt Lake City Los Angeles Philadelphia
 Pittsburgh Cincinnati Seattle
 San Francisco Portland, Oregon

DISTRIBUTING AGENCIES:

Memphis Jacksonville Lynchburg
 Louisville Indianapolis
 Duluth St. Louis
 Wheeling, W. Va.



ROTARIANS

¶ The home of health is the place where life is made worth living. Try our treatments for rheumatism, nervousness, sleeplessness and general run down condition.

THE KERCHER BATH CO.

S. E. Corner Congress and Wabash Ave.

Phone, Wab. 3189

Established 1878

(GEO. KERCHER, Member Chicago Rotary Club)

BRUSHES

All kinds, sizes, prices.

There is nothing in the brush line that we don't make. Come and see us or write us if in the market for one or a million brushes.

GERTS, LUMBARD & CO.

221 W. Randolph St., Chicago.

Quality - ROTARIANS - Service

THAT'S IT—

Why Not Advertise in
The ROTARIAN?

Depository for International Association of Rotary Clubs



ONE OF CHICAGO'S OLDEST BANKS

HEADQUARTERS FOR SOUTHERN TRADE



F. W. KING & CO.

WHOLESALE
CONFECTIONERS



ATLANTA - BIRMINGHAM - JACKSONVILLE - TAMPA

DISTRIBUTING AGENTS

Middleby
Quality

Fountain
Supplies

Brainol
TRADE MARK

COLA SYRUP

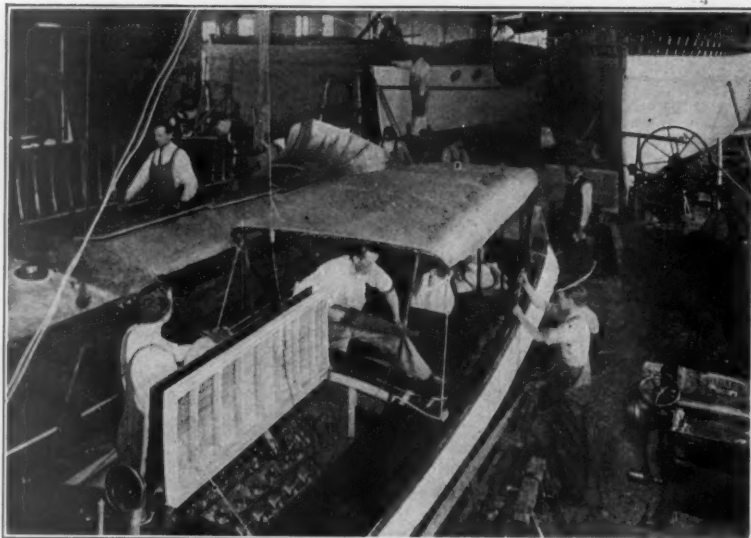
LOWNEY'S

Chocolate
Bon Bons

If you handle Candies, have a Soda Fountain, Ice Cream Parlor or Bottling Works, write us for Illustrated Catalogues and Special Price Lists

If you are a Manufacturer and need a connection in the South we will be glad to hear from you

\$50,000 Worth of Boats Now Under Construction



Weckler Standard

is the result of 15 years of experience in the construction of fine pleasure craft of every kind.

Our specifications will in every case cover a boat built of finest materials and showing unsurpassed workmanship.

Our illustrated catalog (sent free upon request) shows designs from 20-ft. Hydroplanes, making 55 miles per hour, to the large 100-ft. Cruisers. Write today for our catalog.

WECKLER BOAT COMPANY 2719 Irving Park Blvd. CHICAGO

ADAM F. WECKLER, Member Chicago Rotary Club

WHY NOT ADVERTISE IN BUILDING MANAGEMENT

and reach the Owners and Managers of 20,000 skyscrapers and apartment houses?

Carry your message to the man who pays the bills.

Only magazine there is reaching Building Owners and Managers. 85 per cent of the field can be reached by your "ad" in Building Management.

For your business' sake, ask for sample copy, rates, etc.

PATTERSON PUBLISHING COMPANY, City Hall Square Bldg., Chicago.

(C. A. Patterson, Rotary Club Member.)

Wm. F. TRAUB

MFR.

**Imperial Steel Ranges, Broilers and Cooking Apparatus
Complete Kitchen Plans and Specifications**

227-233 W. Erie St., Chicago, Ill.

See the New

CLASSIFIED ADVERTISING SECTION

On Page 3 of This Issue



ECONOMY **"Antiseptol System"** SANITATION

The Perfect Liquid Soap Service

ANTISEPTOL LIQUID SOAP COMPANY CHICAGO, U. S. A.

OUR PRICE: Single Barrel Lots, 75c per Gal. On Contract lots, 60c per Gal.

WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF LIQUID SOAP





MILLER
NON-SKID TIRES
Are Positive in Traction.
Road and Tires work together
as positively as one cog
wheel with another.

T H E
Deep-
Cut dual
depression of the
Miller Herring-
bond tread form a
perfect series of
cogs so that at all
times the wheel is

Geared to the Road

Miller tires are made and sold strictly on a quality basis. The process used in their construction is the latest and most scientific known to the tire industry. It is old in principle, but new in its application to tire building.

There is a book that fully describes this new method. It reveals secrets that have hitherto been held sacred. It steps on some old-fashioned toes, but it gives the facts.

If you knew just what caused blow-outs, tread peeling, carcass separation, etc., the knowledge would be invaluable to you.

This tire text book will tell you these things and more. It contains more valuable tire information than can be secured from any other source.

We will mail it on request—a postal will do.

The Miller Rubber Co.
DEPT. 11
Akron, Ohio



One Million ENVELOPES

Printed and made every day

Every Envelope for Every Use
Factory Direct to You
at 20% SAVING

Write us for attractive samples and interesting prices.

Berkowitz Envelope Co.
20th Tracy and Berkowitz Ave.
KANSAS CITY, MO.

**WHEN A ROTARIAN
BUYS ENGRAVINGS** from
us, we take all the "pains." He
doesn't get them after he re-
ceives the work.

If the local Rotarian is not equipped
to give you { "Quality" } send your
orders to us. { -Service }

—Established 1889—

GATCHEL & MANNING

DESIGNERS and ENGRAVERS
in ONE or MORE COLORS
FOR ANY AND ALL ILLUSTRATIVE PURPOSES

SIXTH and CHESTNUT STREETS

PHILADELPHIA

Bring Mrs. Rotarian and the Little Ones

You are coming some day to Sunny Southern California—to San Diego. Why not this winter? Your wife and daughter—your whole family—will delight in the sunshine, flowers, warmth, outdoor delights of this charmed section:

San Diego, California

—on the sunny side of the snow line, offers everything you desire in a vacation—in a change. Bring along your motor car—there are miles and miles of smooth boulevards—snowless and dry. They skirt the sea, wind through orange groves, mountains and green valleys.

Do you fish, hunt, sail, play golf, tennis or polo? Then let Rotarian Hernan send you his booklet on the Hotel del Coronado and its winter sports and frivolities.

The San Diego Rotary Club urges you to include San Diego in your winter vacation—two first-class Rotarian Hotels—del Coronado across the bay and the San Diego Hotel in the city—will help you to enjoy your stay.

The Rotary Club of San Diego

Luncheons Thursday at Noon

Office: 514 American National Bank Bldg.



The Aragon

WM. FOOR, Proprietor

JACKSONVILLE, FLORIDA

WE Rotarians of Jacksonville think there's no place like the Aragon Hotel for *real* feed and for *The* True Rotarian Treatment.

MR. FOOR is paying for this ad but I know he is too modest to "spread it on" so I take the liberty to write it just like the Jacksonville Rotarians *feel*.

THE ARAGON is just over a remodeling and is a beauty but even if it was a barn it would be worth your while to stop there just to get treated right.

(Attest) SECRETARY JACKSONVILLE CLUB.



ADAMS HOTEL

DENVER, COLO.

ROTARY HEADQUARTERS

CHARLIE ADAMS, *Mgr.*

ALSO

Secretary Denver Rotary Club

HOTEL SECOR

TOLEDO, OHIO

FIRE-PROOF

300 Rooms
200 Baths

56 Large Sample
Rooms

Cuisine
Unsurpassed

Rates \$1.50 a
day and up



Also
HOTEL
WALLICK
New York

400 Rooms
300 Baths

HOTEL
DESHLER
Columbus, O.

To be operated
by same
Management

WALLICK BROS., Props.

GUARANTEED GUMMED LABELS!

Many manufacturers hesitate to place large orders even at lower prices from fear that labels may stick together.

Our patented packing process insures against that. We replace without charge any labels damaged by sticking together. If our process should fail to protect, our **Guarantee** protects.

We make prompt shipments, as we have a capacity of 70,000,000 labels daily. All engraved labels are made from **Original Plates** made in our own art and engraving plant.

No order is too large for us to handle and none too small to receive prompt and careful attention. If your order is only for 1,000 or 100,000,000, send for our prices and catalog.

Fenton Label Co., Inc.

E. MINER FENTON, Pres.

(Member Philadelphia Rotary Club.)

NINTH & THOMPSON

Philadelphia, - Pa.

BLACKMER'S OFFICE BUILDING DIRECTORIES

A VESTIBULE INDEX of TENANTS

J. L. BLACKMER & CO.

380 Atlantic Avenue
BOSTON, MASS.

BIGELOW, KENNARD & CO.

Goldsmiths, Silversmiths,
Jewelers and Importers
Makers of fine Watches
and Clocks

5th WASHINGTON STREET, BOSTON

Lester P. Winchenbaugh

14 Oliver St., Boston, Mass.

*Is the High Grade Paper Man
in Boston Rotary*

Unique specialties in best paper carried by no one else.

Quality Announcements for up-to-date merchants who aspire.

Samples cheerfully furnished.

LEGAL PROCESS COMPANY

Incorporated

Collections made everywhere

A. H. Lamson
President

W. J. Brigham
Treas. & Mgr.

(Both Rotarians)

Old South Bldg.

Boston, Mass.

GEO. W. MILES, Ph. B.

(Yale '89 S)

CHEMICAL EXPERT

88 BROAD ST.

BOSTON, MASS.

Analyses of all commercial products.



**"Thank you, dear;
this is real soap"**

Lifebuoy Soap cleanses, soothes and disinfects. In addition to rich coconut and red palm oils, it contains an ingredient recognized the world over as unequalled in healing, purifying, antiseptic power.

The first clean whiff of Lifebuoy will assure you of that—but the odor soon disappears.

Use Lifebuoy for perfect cleanliness; for relief from chafe and skin irritations; for protection against germs which get into the blood through the skin; for the matchless clearness and youthful delicacy of the "Lifebuoy complexion".

Get Lifebuoy from your grocer or druggist—the price is only 5 cents. If you do not find it readily send 5 cents (stamps or coin) for a big, generous cake to LEVER BROS. COMPANY, Dept. 16, Cambridge, Mass.

LIFEBUOY

HEALTH SOAP



*Lifebuoy saves the health
of your skin—that's why
it was given its name.*

5c

Some of the Live Wires in ROTARY CLUB OF NEW YORK

What Can You Do for the Other Fellow?

ARCHITECT AND CITY PLANNING

Clarence W. Brazer, Partner
Brazer & Robb
1133 Broadway (cor. 26th St.).

BRASS FOUNDERS

Wm. E. Paulson, M. E. Proprietor
Thos. Paulson & Son
97 Second Ave., Brooklyn.

CALENDARS—Art Advertising

W. J. White, General Sales Mgr.
The Thomas D. Murphy Company
41 Park Row, New York City

CHAMPAGNE (American "Gold Seal")

Edward S. McGrath
(Urbana Wine Co.)
36 Whitehall Street.

CHAMPAGNE (Imported)

M. S. Chappelle
G. H. Mumm & Co.
35 West 39th St.

CIGARETTES (Custom Made)

Henry Carter, Proprietor
225—5th Avenue.

CONFECTIONERY AND SALTED NUTS

Robert Lee Hatch, Proprietor
1223 and 1539 Broadway.

ENVELOPE MANUFACTURER

Wm. C. Jones, Proprietor
307 Pearl Street.

FILING SYSTEMS

R. E. Rose, Manager
Yawman & Erbe Mfg. Co.
360 Broadway.

HABERDASHER

A. C. Weaver, Proprietor
Columbus Ave. and 66th Street.

HOTEL

Copeland Townsend, Manager
Hotel Imperial
The pioneer pure food Hotel
Broadway, 31st to 32nd Street.

HOTEL REGISTER-REVIEW

Charles E. Gehring, Managing Editor
Gehring Publishing Co.
1269 Broadway.

INK MANUFACTURER (Writing)

Charles P. Swett
Ardelle Ink Company
528 Broadway.

INSURANCE BROKER, FIRE

Edward M. Cutler
56 Pine Street.

JEWELRY MANUFACTURER

Charles J. Dieges, Partner
Dieges & Clust
20 John Street.

LAWYER

William J. Dodge
Singer Building
149 Broadway.

LIGHTING FIXTURES (Gas and Electric)

Edward L. Cox, Partner
The Enos-Watkins Co.
36 West 37th Street.

MACHINERY (Pulverizing and Vacuum Pumps)

Howard C. Russ, Treasurer
Abbé Engineering Co.
220 Broadway.

MACHINERY SPECIALTIES (Steam)

Gustave G. Schlick, General Mgr.
The Danubil Company
253 Broadway.

MONUMENTS

W. H. Harrison, President
Harrison Granite Company
200 Fifth Avenue.

OPTICIAN

J. A. Theo. Obrig, Partner
Gall & Lembke
5 West 42nd Street.

OSTEOPATHIC PHYSICIAN

Clinton E. Achorn, D. O.
36 West 35th Street.

PHOTO MATERIALS

Charles H. Huesgen, Partner
Herbert & Huesgen
456 Fourth Avenue.

PRINTING

William Gettinger, President
Eaton & Gettinger, Inc.
133 East 16th Street.

PUBLICITY

Arthur Woodward, Proprietor
224 West 34th Street.

RESTAURANT

August Janassen, Proprietor
Hofbrau Haus
1214 Broadway.

STORAGE

Walter C. Gilbert, President
Harlem Storage Warehouse Co.
211 East 100th Street.

TYPEWRITER

Alfred A. Fraser, Jr.
Remington Typewriter Co.
527 Broadway.

WATER, White Rock

John O'Connell, Director
Wilson Distillery Co.
303 Fifth Avenue.

WINES, California

Elmer H. De Fue
Cresta-Blanca Wine Co.
10 West 33rd Street.

Success at 35

In reply to your kind favor of the 25th, I am glad to say that the jobbing business I started four years ago is now firmly established and is showing excellent profits. At the beginning even my best friends said I did not have enough experience to make a go of managing a business of my own. As a matter of fact, I didn't. If I had not in the nick of time taken up your Modern Business Course and Service, I should certainly have followed methods of financing and selling that would have proved ruinous.

While I am just conceited enough to believe that eventually in some way or other I should have made good anyway, I feel that the credit is due almost wholly to you that I have been able to establish myself as a business success at 35, instead of at 50.

From a subscriber of the

Alexander Hamilton Institute

There are tens of thousands of men in business who have it in them to make their business careers successful—eventually.

But the road that many of them follow leads through long years of blind stumbling. Gradually they learn business principles through their own losses and mistakes. The best part of their lives is gone before they "arrive."

The man who wrote the letter above has found a shorter road to his goal. He has supplemented his own experience with the experience and the thought of other men. And so today at 35 years of age he stands at a point that he would not otherwise have reached before he was 50. He has added 15 years to his business life.

The credit is due—he says—to the Modern Business Course and Service of the Alexander Hamilton Institute. More than fifteen thousand men are ready to give similar testimony to the immense, practical value in their business affairs of the work of the Alexander Hamilton Institute.

Some of these men are business generals; others are still trudging in the ranks. Some are advertising men; some are accountants; some are shop executives. Whatever their positions, they are all picked men. The Alexander Hamilton Institute appeals only to men who are looking ahead and moving up.



Alexander Hamilton Institute

37 Astor Place New York City

If you feel that 15 years are worth adding to your business life—if your career is not yet closed—if you are still on the up-grade—then send for the wonderful story of the development of the Alexander Hamilton Institute during the last four years, which is told in our 80-page book called "Forging Ahead in Business." The book is written especially for you—for every live, 44-calibre man. It will lay before you facts that you ought to know. It will open up new possibilities for greater business achievement. You may have a copy for the asking. Attach coupon to your letterhead.



Address the
Envelope
to
Yourself
Now

Alexander Hamilton Institute
Astor Place, New York
Without incurring any obligation, I
should like to have you send me free
a copy of your new book, "Forging
Ahead in Business," and particulars
about your Course and Service.

Name _____
Position _____
Address _____

Do You Know Rugs— Real Oriental Rugs?

The genuine is as elusive as the rainbow—and only an expert can be sure of its quality.

We have spent nearly 20 years acquiring the knowledge that stands between our customers and deception or mistakes.

Many "doctored" rugs are sold as genuine antiques, unconsciously, by perfectly honest dealers who have been imposed upon in buying.

That's where our discriminating art comes in.

If you have had difficulty finding a rug to harmonize with the surroundings of your room, write us and we will give you a description of any rugs we have which may suit.

Rugs shipped on approval to Rotarians to any part of U. S. A.

DAVIS & NAHIKIAN

13th St. below Walnut
PHILADELPHIA

Also Domestic Rugs and Carpets.



BROOCHE—Louis XVI Period

Maxwell and Berlet

(Incorporated)

ROTARY JEWELERS

PHILADELPHIA

Goods sent "On Suspicion"
To Rotarians—Anywhere.

Evolve SUCCESS From Within You!

SUCCESS—the very thing you desire, the thing that means power to command men and business conditions, to demand *a bigger income, must be evolved from within yourself.* It means development of mind, of the latent energies within you, by the application of *scientific laws.* 60,000 persons, employers and employees, have seized a great opportunity and won Success and—

Sheldon Will Show YOU How

The Sheldon Course is the great highway to the goal of your ambitions. It is not theory—it is vital fact. It has reduced business to a science. It is the application of fundamental and indisputable laws to yourself.

The Sheldon Course has not only benefited thousands of individuals but its lessons have been successfully applied by some of the largest business and professional interests in the country.

Don't overlook this opportunity, no matter what the character of your employment. You must increase your efficiency and increase it quickly if you wish success and the values it brings with it. Efficiency is nothing more than Brains plus Serv-

ice. Sheldon will develop your brain, teach you how to render the broadest Service.

Send for Sheldon Book

What thousands have achieved, you can achieve this year. Do as they did—clip the coupon below or send us a postal or letter and receive the Sheldon Book *free.* Therein you will find the basic facts of the Sheldon Course. You will learn how easy is Success when the way is clearly pointed out. *This concerns your future—your success. Act now.*

The First Step Toward Success

The Sheldon School,
600 Gunther Bldg., Chicago, Ill.

Send me the Sheldon Book free and full information about the Sheldon Course.

Name

Street Address

City.....State.....



The Sheldon School

406 Gunther Bldg.
Chicago, Ill.

This advertisement is upside down

The pencil practices of most corporations are upside down and in recognition of this fact we have reversed the usual position of the coupon.

Do you realize that from 15 to 33 per cent of your wooden pencils go in the waste basket, not to mention the time it takes your clerks to whittle them there?

This is why we want you to answer the coupon. We will prove to you how to save from 15 to 33 per cent of your pencil money.

Pencils specially imprinted for advertising purposes.

Blaisdell 151 is the world's favorite blue pencil. Order by number from your stationer.

(COUPON)
Blaisdell Paper Pencil Co.,
Philadelphia.

Name of Company

Address

Number of employees using pencils

General nature of work

Name of individual

sending this inquiry

And title, if any

Blaisdell

Paper
Pencil
Company

PHILADELPHIA

Member Philadelphia Rotary Club.

Thirty-Four Years Ago

It was in 1880 that Messrs. Yawman and Erbe started a business which now, 33 years after, can equip you with the best and most complete line of transfer supplies needed. All of your transferring problems have been solved by "Y and E." Just tell us your troubles—let us do the worrying. The most durable line to handle transferring of Vertical, Shannon, Check File, Document, Card Index, and many other systems and methods of filing is made for your use by



Recognizing the progressive features of the Rotary Club we have representatives who are members in Boston, Mass.; Hartford Conn.; New York City; Nashville, Tenn.; Atlanta, Ga.; Montgomery, Ala.; Rochester, N. Y.; Erie, Pa.; Allentown, Pa.; Cleveland, O.; Columbus, O.; Cincinnati, O.; Chicago; Indianapolis, Ind.; Peoria, Ill.; Springfield, Ill.; Sioux City, Ia.; Kansas City, Mo.; Little Rock, Ark.; Galveston, Tex.; Beaumont, Tex.; Lincoln, Nebr.; Omaha, Nebr.; **SAN FRANCISCO**; Los Angeles; Sacramento; Toronto, Canada.

YAWMAN AND ERBE MFG. CO.

280 St. Paul St., ROCHESTER, N. Y.

"Leaders of the World" in Filing Systems and Equipment

Saves the cost of a Remington Typewriter Several times over

Does that heading interest you? Then read what follows.

The Model 10 Visible Remington has a mechanism found only on Remington-made machines—the *Column Selector*.

The *Column Selector* eliminates all hand adjustments of the carriage except line spacing.

In ordinary letter writing the *Column Selector* saves 15 to 20 per cent. in time and labor.

Figured on the value of your time, or your operator's time, that means a new saving which, in a few months, will amount to more than the total cost of the machine.

It comes down to this:—From the standpoint of your own pocketbook you cannot afford to use any typewriter which lacks this new time saving feature.

Call and See for Yourself

Seeing is believing. You are cordially invited to call at any Remington office and ask to see a demonstration of the *Remington Column Selector*. We will be glad to show you just what the mechanism is and how it works. We will write a letter with it and the same letter without it. We will show you just how much time it saves and why. And your coming will put you under no obligation. We simply wish to show you, and every one who is interested in typewriters, the latest time and labor saving achievement in this field.

**Remington
Typewriter
Company**
(Incorporated)
New York and
Everywhere



Concentrated Efficiency---Greater Economy!

THE No. 5 Royal is the only standard typewriter combining the three big features of portability, light weight, and small bulk, with an unlimited capacity for heavy office work.

3,500 of these machines used by the United States Government—with many hundreds used by foreign Governments and State Departments—and more than 175,000 Royals in the strenuous "grind" of the modern business world, prove convincingly that the No. 5 Royal Master-Model is the typewriter of concentrated efficiency.

For its superior economy of space, of time, of money, the Royal is used by many leading business organizations.

The International Association of Rotary Clubs uses the Royal at its headquarters' offices.



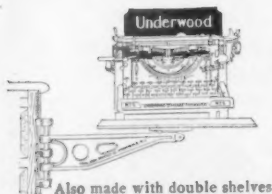
PRICE \$75.
(\$95 in Canada.)

typewriter
Building

ROYAL TYPEWRITER CO., Inc.

366 BROADWAY, NEW YORK
Branches and Agencies the World Over

58 East Monroe
St., CHICAGO



Also made with double shelves

THE IDEAL DESK BRACKET

The Strongest and BEST Bracket made.

"Uncle Sam" says when asking for bids on brackets, "MUST be SAME as or EQUAL to the IDEAL made in Providence."

No rods to interfere with the operator, Board revolves, Arm swings and both are held at any position by the Unique friction devices.

Rotarian dealers in Office Supplies, Furniture and Typewriters should Sell This BEST Desk Bracket. Send for a Catalog.

IDEAL DESK BRACKET CO.,
A. H. SANBORN, Prop. (Member Providence Rotary Club).

26 Custom House St., Providence, R. I.

JOHN GERTS 1556 DAYTON ST.
CHICAGO, ILLINOIS

MANUFACTURER OF

Piano Stools and Benches

We are in business to serve.
The better we serve you, the more successful we both will be.
May we serve you?

BYRON O. JONES, Manager
Member Chicago Rotary Club.

ROTARIAN TRAINS BETWEEN LOS ANGELES AND THE EAST
LOS ANGELES LIMITED—Sold to and from Chicago every day via Salt Lake Route, Union Pacific, and Chicago & Northwestern Ry.
PACIFIC LIMITED—Sold to and from Chicago every day via Salt Lake Route, Union Pacific and Chicago, Milwaukee & St. Paul Ry.

THE BEST SERVICE WITHOUT EXCESS FARE

For information see any ticket agent, or General Agents of Salt Lake Route, 233 Broadway, New York, 142 So. Clark St., Chicago, 819 Oliver Bldg., Pittsburgh, 680 Market St., San Francisco, 601 S. Spring St., Los Angeles.

T. C. PECK, General Passenger Agent, Los Angeles—A Rotarian.



ART · HALFTONES · ZINC ETCHINGS · ELECTROTYPES
ROTARY ENGRAVERS

We can help you with your engraving problems. *Let's get acquainted*
BUSH-KREBS Co., INCORPORATED LOUISVILLE, KY.

PUT YOUR FOOT DOWN ON THE OIL BILL—

It will be a stand well taken



Isn't it sheer waste of time and money to keep pouring oil on loose pulleys when a little thing like ARGUTO will eliminate the necessity for lubrication of any sort?

"Arguto"

TRADE MARK
"REG. U. S. PAT. OFF."



LOOSE PULLEY
EQUIPMENT
(Patented)

One of the neatest proofs of the efficiency of
ARGUTO OILLESS BEARINGS

is that pulleys so equipped have run

2504 Days

at a stretch without attention.

ARGUTO OILLESS BEARING COMPANY
WAYNE JUNCTION, PHILADELPHIA, PA.

ROSTER OF THE REAL ESTATE SECTION

OF THE INTERNATIONAL ASSOCIATION OF ROTARY CLUBS

Membership dues in this section are \$10.00 per year, payable semi-annually in advance. This covers advertisement monthly in "THE ROTARIAN."

Send membership to A. S. Adams, Secretary, 204 Grant Building, Atlanta, Georgia.

Atlanta, Georgia.

ALBERT S. ADAMS, B. M. Grant & Co., Real Estate and Renting, 204-211 Grant Building.

Buffalo, New York.

L. W. SIMPSON, R. W. Goode & Co., Real Estate, 49 Niagara St.

Camden, New Jersey.

RALPH D. BAKER, James F. Baker Company, Real Estate and Renting, 924 Broadway.

Des Moines, Iowa.

MACK OLSEN, Union Building and Investment Co., Real Estate and Investment, 254 K. P. Block.

Houston, Texas.

GEORGE M. WOODWARD, Good Texas Lands, 1106 Scanlan Building.

Jacksonville, Florida.

GEORGE E. LEONARD, Real Estate, 403 Bisbee Bldg.

Los Angeles, California.

F. V. OWEN, 619 Trust & Savings Bldg., Real Estate, Bonds and Mortgages.

Providence, Rhode Island.

EDWARD P. MASSE, Land Development, E.-P. Masse Land Co., 306 Grosvenor Bldg.

Richmond, Virginia.

JOHN BAGBY, Pollard & Bagby, Real Estate & Renting, 1102 East Main St.

San Antonio, Texas.

HARRY L. MILLER, J. H. Kirkpatrick Co., Real Estate, 419 Navarro.

Seattle, Washington.

E. M. KENNARD, Metropolitan Building Co., Rentals, 114-117 White Building.

Spokane, Washington.

W. C. SCHUPPEL, Neely & Walker Investment Company, Irrigated Lands, Orchards, Farms and Suburban Homes, 204-207 Paulsen Building.

Tacoma, Washington.

W. G. STEARNS, Real Estate, Chamber of Commerce Building.

Toronto, Canada.

S. B. PLAYFAIR, Paterson-Playfair & Co., Investments, 36 King St., East.

Winnipeg, Canada.

H. M. SCHINBEIN, Security Land Co., Ltd., Bank of Hamilton Chambers, City Property, Farms and Fruit Lands.

An Income for Life

We plant 500 Satsuma orange and 100 Paper-Shell pecan trees on each five-acre orchard, and develop five years. The Satsuma oranges get results the 3rd year; the Pecans will pay dividends for generations. Monthly payments, no interest, and a life insurance feature that protects you against loss of money paid in. A postal brings you full particulars. SEND IT TODAY.

E. S. BRADEN, 1008 Otis Building, Chicago.

(Member of Chicago Rotary Club)

While Ten Merchants

watch chances, one merchant GOES after them.

While ten merchants WAIT for delinquent debtors to "turn up," ONE merchant GOES after them.

It is time WELL employed to peruse the contents of this message—especially if YOU'RE the man who wants to quit WAITING and GO after your delinquent accounts!

MIDLAND CREDIT ADJUSTMENT CO.

Converters of Bad Debts Into Good Cash
1908-13 FORT DEARBORN BLDG., CHICAGO



Violins Cellos Bows

Genuine Italian
Strings
Musical Merchandise

Send for Catalog

MUSICIANS' SUPPLY COMPANY

64 Lagrange Street Boston, Mass.
(A. J. Oettinger, Member Rotary Club).

J. C. McMICHAEL, Inc.

GENERAL ADVERTISING AGENTS, Atlanta, Ga.


Our specialty is handling large Advertising Accounts in the southern states where we know conditions, and how to secure best results for money expended. Correspondence solicited.

Represented in Atlanta Rotary Club.

POINTERS




**Increase Your Business
And Profits by
Getting** 


 *In Touch with
12,000 Rotarians in U. S.,
Canada and Great Britain and Ireland
By Advertising in Their
Own Magazine*

ROTARIANS

Are 

 *A Select Class
Of Buyers, Therefore, It
Would Be Wise to Cater
To Their Wants*

By 

 *Advertising In*

THE ROTARIAN

*Published by THE INTERNATIONAL ASSOCIATION OF
ROTARY CLUBS, 910 Michigan Ave., CHICAGO, U. S. A.*